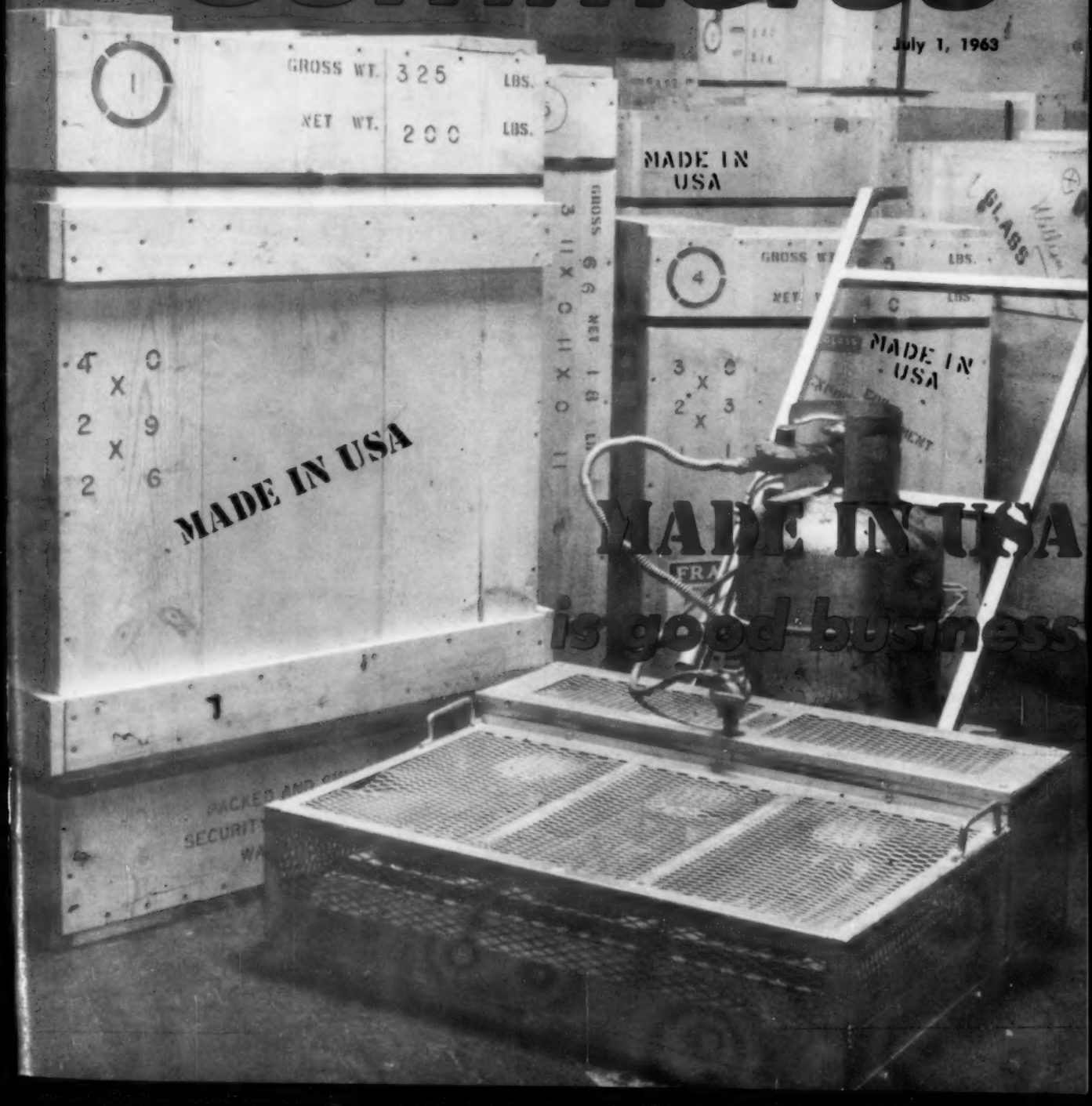
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

July 1, 1963



MADE IN USA is good business

Business Bulletins *from around the world*

CENTRAL AFRICAN REPUBLIC—Newly organized Productions Cinematographiques Centrafricaines will produce motion pictures, mostly documentaries and educational films. Company to make extensive use of such scenic areas as St. Floris game reserve.

Societe Centrafricaine d'Equipment Touristique to build 10-story hotel in Bangui. Project, jointly financed by public funds (60%) and private capital (40%), to be completed by December 1964.

CONGO (Brazzaville)—EEC (European Economic Community) Fund for Development to finance road leading from point on existing COMILOG railroad into Mossendjo-Nyanga forest area. New shipping route could bring annual log production to at least 100,000 metric tons, according to local estimates. This would be one-third current Congo output.

FRANCE—Tobacco Monopoly raises cigarette, cigar, and pipe-tobacco retail prices. French cigarettes up 12-20%, American cigarettes (Camels and Lucky Strikes) about 19%—from about 52¢ to 62¢ a pack.

"Playtex de Paris" is founded jointly by International Latex Corp. and Milky Way Products Co. to manufacture, import, export, and distribute women's and children's underwear, household articles, and synthetic and natural tissues. Capital $20,000.

GUATEMALA—Central American Bank for Economic Integration announces 4 loans totalling $460,700 to Guatemalan industrial enterprises. Proceeds to be used to purchase and install machinery and equipment. Companies are: Envases de Guatemala, manufacturers of cans and other containers, $45,000; Industrias Farmaceuticas, S.A., manufacturer of pharmaceuticals and beauty preparations, $40,200; Fabrica de Tejidos Iris, producer of cotton and rayon textile fabrics, $150,500; and Manufacturas Textiles Centroamericans Limitada (MATEX), manufacturer of textiles from synthetic fibers, $225,000.

GUINEA—Government allowing Pan American Airways to begin weekly jet service to Conakry in July. Line to go New York-Lisbon-Rabat-Conakry-Roberts Field.

IRAQ—Government's Economic Planning Board approves construction of multi-purpose Eski-Mosul dam on Tigris River, after feasibility studies and surveys by Harza Co. of United States. Total cost estimated at $168 million.

ITALY—License agreement between DuPont and Montecatini gives both companies reciprocal non-exclusive right to produce Polypropylene.

JAPAN—7.2% growth in real terms now anticipated in gross national product (GNP) for fiscal 1963 (April 1963-March 1964), superseding 6.1% predicted by Economic Planning Agency (EPA) last January. EPA expects substantial increase in private investment to accelerate growth.

Government manifests determination to hold consumer price rise in current fiscal year to 5.5%. This may be difficult, since consumer prices rose 6.7% in fiscal 1962, year of relatively slow growth, and over 5% in first 4 months of calendar 1963.

JORDAN—International Development Association (IDA) concludes agreement with Government for $3,460,000 loan to finance 4 water projects.

LIBERIA—All Liberian Collectors of Customs now using landed cost (c.i.f. value) as basis for assessment of ad valorem duties, under action effective from June 1. Although tariff rates not increased, duties in effect are higher.

PHILIPPINES—U. S. publications announce contract between Paper Industries, Inc., of Philippines and Japanese Shin Mitsubishi Heavy Industries, Ltd., for supplying equipment, machinery, and services to build $50 million pulp and paper plant on Mindanao. Contract, awaiting Japanese Government approval, to provide equipment under deferred payment plan. Mill's full production to approach 100,000 tons annually of newsprint, container-board, and bleached kraft pulp, supplying country's need for commodities currently imported. Mill to effect annual savings of $15 million in foreign exchange. U.S. exports of paper, related products and manufactures to Philippines totaled some $10.5 million in 1962. Major stockholders are International Paper Co. (U.S. firm), San Miquel Breweries, Inc., Bislig Bay Lumber Co., and A. Soriano y Cia.

RHODESIA-NYASALAND FEDERATION—Northern Rhodesia officials report influx of new companies. In first 3 months of 1963, 63 new firms have invested about $10 million.

Many acres of cassava, rice and other crops, as well as damage to real estate, caused by unusual flooding of Lake Nyasa.

SENEGAL—Investment Guaranty Agreement concluded on June 12 permitting United States to insure American investors against inconvertibility and loss from expropriation, war, revolution and insurrection.

SINGAPORE—Local firm, Kwong Maw Sawmill Co., Ltd., installs $33,333 Celcure wood-preservation plant, Singapore's first. It will treat timber for local consumption and for export. Fully operative plant expected to produce 15 tons of Celcurized timber daily.

Socony Mobil Oil, Inc., to start building 18,000-barrels-a-day refinery at Jurong industrial estate as soon as negotiations with Government are completed. Refinery, costing $12 million and scheduled to be operating early in 1966, will supply fuel products for distribution by Socony Mobil outlets in Malaysian area.

WEST GERMANY—General Motors Corporation of Detroit, Michigan, to make bearings in West Berlin supplying two GM-owned Opel automobile factories at Ruesselsheim and Bochum. Production expected to get under way in fall at Electrica-Kondensatorenfabrik plant in Berlin-Steglitz, which GM planning to buy to make operation possible.

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the cover

"Made in U.S.A." markings will be proudly borne on crates carrying the Pittsburgh-based Q & W Co.'s street-paving equipment to Africa, Europe, the Middle East, Canada and Latin America. (See pages 2-3.) U.S. companies sending goods abroad are urged to mark "Made in U.S.A." wherever practicable, on all shipping containers.

International Commerce

formerly FOREIGN COMMERCE WEEKLY

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NEW SALES OUTLOOK

Infra-red paving technique catching on abroad as firm makes major export effort

Customers for heaters and patchers found in Africa, Europe, Middle East, Canada, and Latin America

By STANLEY LICHTENSTEIN

Staff Writer

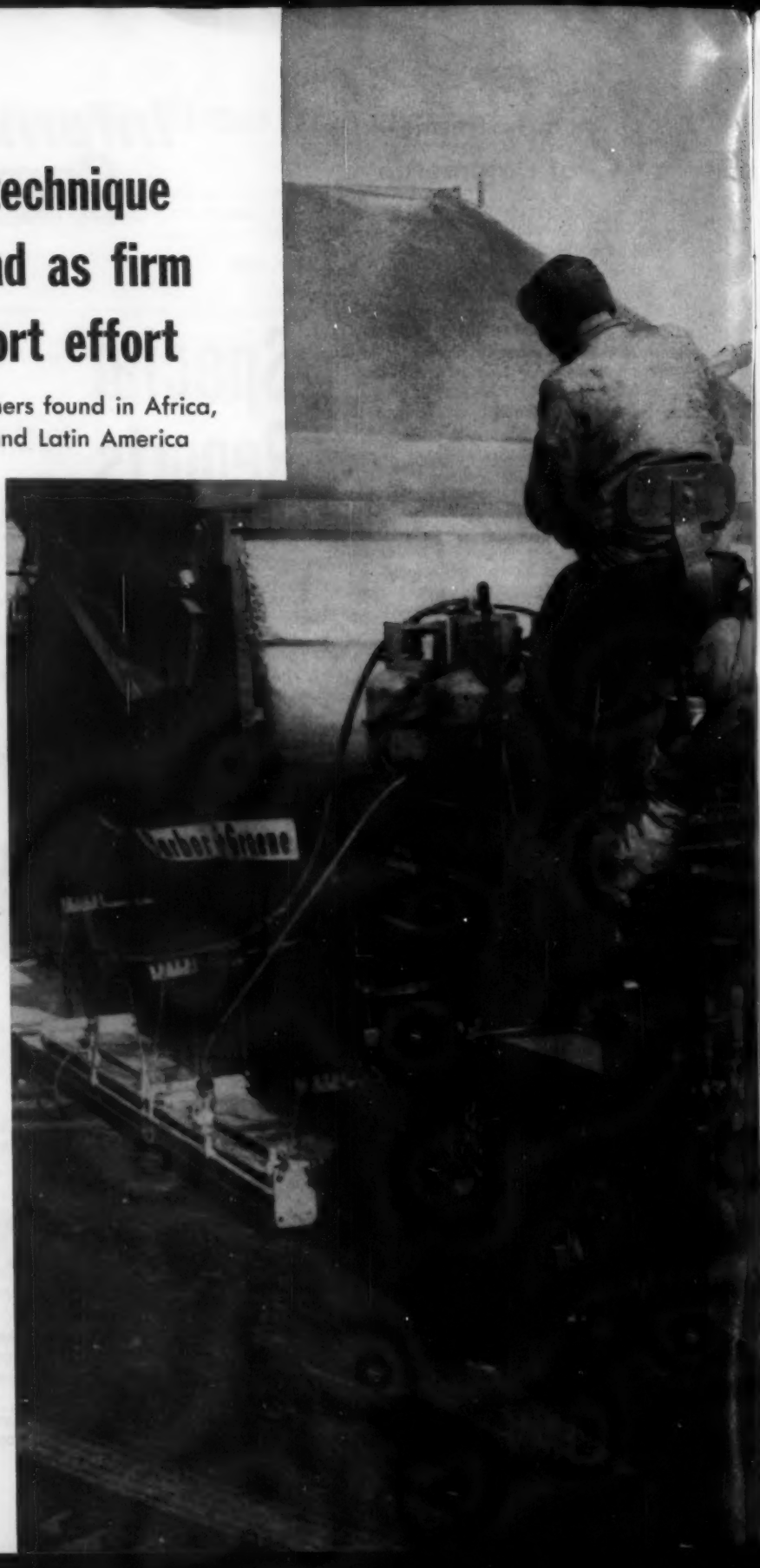
Like the "Little Engine That Could" of nursery-song fame, a light-weight, flameless heater for road building and repairing is beginning to beat a path to the world's door. With equal coolness, it can take on resurfacing work along Main Street, U.S.A., and pioneer road-making over rain-soaked tropical African terrain or in snowy climes like Sweden.

Sold by the Q & W Equipment Co. of Washington, D.C., the P-S-I joint heater and P-S-I patching unit are finding markets in Africa, Europe, and the Middle East as well as in Canada and Latin America. Serving as Q & W's consultant in this global sales program is Arnold J. McKee, Common Market Developments, Inc., of Washington, D.C. The export broker is David Levine, American Levant Machinery Co. of New York.

Water-tight

The machines—manufactured by Pavement Salvage, Inc., of Pittsburgh—are of varying sizes and types for different jobs. Applying infra-red heat to join courses of asphalt paving (bituminous concrete) or to join the edges of patches in old material, the patented P-S-I system provides a hot joint that is smooth and water-tight. It is fueled by bottled propane gas. In recent years the equipment has been included in specifications for road construction and repairs by 26 states and the District of Columbia, the U.S. Air Force and other agencies.

Finding a ready and growing market at home, the Q & W Co. did not at first think in terms of overseas sales—until inquiries from abroad, prompted by trade-magazine articles on the success of the infra-red system, began coming in. When Swedish, English, and Egyptian inquiries



led to sales in those countries, the company's management decided to explore world as well as domestic markets.

Leads

By calling on near-at-hand Bureau of International Commerce officials and commercial attaches in foreign embassies, Q & W soon had in its hands what amounted to a preliminary foreign market study. The firm found potential overseas demand for its products far beyond its expectations. Q & W's awakening consciousness of this potential market began to be matched by growing foreign interest stirred by technical meetings in the United States. As often as not, foreign visitors learned of the new process at regional highway engineering conferences sponsored by professional and state groups in cooperation with the Commerce Department's Bureau of Public Roads.

Answers need

Africa, with road-building and airport projects under way in nearly every new nation, is an ideal market for the flameless heaters and patching units. Water seepage during the rainy season makes it essential to build roads with perfect joints between courses. Patching—seldom done to modern standards in the tropics—is a never-ending job. Asphalt paving in Africa is very expensive, making infrared equipment particularly attractive as a money-saver, since old bituminous pavement can be reclaimed and used again on new construction.

So far, the Q & W Co. has concentrated its overseas activities in Africa and Europe, with some business developing in the Middle East. Company officials have followed the listings of overseas manufacturers' representatives and business opportunities in INTERNATIONAL COMMERCE and COMMERCE BUSINESS DAILY, and report receiving invaluable assistance from U.S. Embassy commercial counselors in many countries. Counselors have provided full answers to varied questions, furnished information on prospective representatives, and passed along technical and sales material to highway department engineers. Q & W is currently negotiating for representation in Bangkok, Thailand; Lagos, Nigeria; Yaounde, Cameroon; Abidjan, Ivory Coast; Madrid, Spain; Athens, Greece; and Cologne, Germany.

In a matter of 8 days to 2 weeks, Q & W ships the infra-red heaters and patchers—ranging from 150 to 440 lbs., priced in the $400-2,095 range, F.O.B. Pittsburgh—to its foreign customers. The company advertises in trade magazines and local publications of various countries, and plans to put out sales literature in several languages, particularly French. At the recent Ninth Pan American Highway Congress in Washington, D.C., Q & W material was made available in Spanish.

By a natural line of development—even though it started almost as an afterthought—the sales outlook of this firm has broadened to comprehend world markets. The same results await other companies willing to answer when opportunity knocks, say company officials.

Syracuse expands special course on overseas business

Program now accommodates U.S. nationals of companies

U.S. businessmen attached to companies operating abroad are now being enrolled in Syracuse University's 2-year-old special program in Management of Industrial Enterprises for Executives from Developing Countries.

Originally established for training of European middle managers, the program has been modified at the request of the Agency for International Development to accommodate a group of executives from both the private and public sectors of industry in India. The MIE program has since become Syracuse's most important high-level seminar sequence in training for management needs of developing nations.

After receiving inquiries from American industry regarding the availability of such specialized training for nationals employed in their foreign operations, Syracuse has decided to make provision for the inclusion of privately-sponsored participants in its 20-week MIE program.

Through its International Management Development Department, Syracuse's College of Business Administration has in 12 years trained nearly 700 ranking government officials, business executives, and professional men and women from 55 countries.

Sponsorship

Most of the participants have attended programs ranging from 6 months to 2 years under auspices of U.S. assistance agencies, Ford Foundation, the United Nations and world-wide educational institutions.

Dr. Allen B. Dickerman, director of the International Management Development Department, says American industry's interest in the MIE program is a response to sharper foreign competition, the vitality of the Common Market, and the establishment of local industry in developing countries.

Sequence

The MIE program is a 20-week sequence of general and specialized seminar categories: industrial management, industrial and production engineering, and personnel management and industrial relations.

Seven weeks of plant visits are included in the program. The entire group travels in a body for 3 weeks following the period of general instruction. When formal classwork is completed, participants travel alone or in small groups with common interests on individual tours. Nationals sponsored by their American employers may choose, instead, to spend the final 4 weeks scheduled with the company itself for specialized in-plant training.

Field observation is considered vital to participant training. Weekly visits are made to Syracuse industry, often in conjunction with seminar subjects. For instance, a session on production management chaired by a vice-president in charge of production would be followed by a visit to his plant.

The travel portion of the program includes state-wide and out-of-state tours of industrial plants. Over the years a solid relationship has been established with more than 300 companies.

The department has long been aware of the sterility of plant tours per se; attempts are made to restrict fatiguing and often fruitless factory tours to visits to specific operations covered in previous discussion.

Projected sessions are: Aug. 14, 1963-Dec. 31, 1963; Feb. 3, 1964-June 20, 1964; and May 25, 1964-Oct. 9, 1964.

Costs are $1,500 for tuition, books, training materials and all transportation expenses, including field trips ($1,250 for participants devoting the final 4 weeks to in-plant training with employers). Living expenses amount to about $8 a day in Syracuse and $15 a day while the participant is in travel status.

For applications or further information, write to Dr. Allen B. Dickerman, Director, International Management Development Department, College of Business Administration, Syracuse University, Syracuse 10, New York.

Clothing can sell abroad

Apparel makers see area's trade potential but approach is timid, official says

U.S. apparel manufacturers lack the courage of their convictions in entering international markets, according to Stanley J. Capelin, president of the S. J. Capelin Associates, Inc.

Concluding a 2-day production management seminar for a joint meeting of the International Association of Garment Manufacturers and the Trouser Institute of America at the Palmer House in Chicago on June 9, Mr. Capelin, head of an international consulting engineering company servicing the needle trades exclusively, alerted apparel production executives to the fact that "the Europe of today is the United States of 1900 in terms of its potential."

To stem the flow of American gold abroad, the Departments of Commerce and State have undertaken vigorous programs to trim overseas expenditures, lower international tariffs, encourage "buying American" and stimulate exporting of U.S. goods to increase our favorable trade balance; however, the dynamic results of these efforts depend upon the individual industrialist, Mr. Capelin said.

Excerpts from his address follow:

It must be acknowledged that a slow but gradual awareness of the overall possibilities for trading with western Europe has been evidenced by increasing numbers of apparel manufacturers. Some of this interest has matured from vacations in Europe which have provided opportunities for observation of products, common markets, and manufacturing operations. To some degree, interest has been stimulated by the desire upon the part of Europeans to enter into licensee agreements with the United States. Also, individual companies have sought assistance in evaluating markets and manufacturing facilities throughout Western Europe.

Application lacking

Although these and similar experiences indicate that a basic interest in Europe as a potential market exists, acknowledgment of the potential is not matched by purposefulness of application. One might say that those manufacturers who have been exposed to the situation are convinced of the opportunity, but easily persuade themselves that the effort and involvement are much too great to justify the investment in time and money.

STANLEY J. CAPELIN

Unlike his European counterpart, American industrial management is so unfamiliar with what goes on outside of his own country that he conjures up in his mind many doubts, misgivings, dangers, and complications. Once he is in this frame of mind, he can easily develop a thousand logical explanations for not venturing beyond his office at the Empire State Building and his home in Westchester or Long Island.

Quite apart from the urgent need of our country to export and develop a [more] favorable trade balance, there exists a fantastic opportunity which our industry would do well to explore. The United States has a population of almost 200 million people whom the apparel industry must outfit from head to toe and from overcoat to underwear. Now, with a little courage and confidence, we are in a position to open up the European Common Market with its 200 million people, and other areas of the world with their hundreds of millions of people.

The most fascinating part of this whole opportunity rests not only in the numbers of people to whom we can sell our wares but also in the fact that most of the world is developing a tremendous middle class, who represent a special market for many of the items which we produce.

As manufacturers in Europe and other parts of the world are also interested in selling these same markets, we do not have an exclusive opportunity to supply this huge population. No—we definitely cannot have an exclusive market; but we can invade it and unquestionably we could enjoy a substantial portion of the available trade.

Consider for a moment that there are any number of manufacturers who are able to export to the United States, notwithstanding our difficult tariff restrictions. If they are able to do this why should not we, with our tremendous technical and marketing know-how invade their domains at home? If we can successfully compete among ourselves, where the going is extremely difficult, then rest assured that world markets are not likely to be any worse a task.

Jockeying for position

There is an important factor which should not be overlooked: Time! Industrialists all over the world are jockeying for position. The axiom they are following is that it is easier to stay in if you have arrived first than to try to dislodge a competitor who is solidly installed. Israelis in Africa, Germans in South America, and Japanese practically everywhere else are losing no time in developing beachheads.

Meanwhile, what are our industrialists doing? We send committees to explore trade possibilities who return complaining about low wages, different products, and who detail the reasons why it can't be done. They run to their trade associations who are directed to lobby for quota restrictions and protective tariffs and who wring their collective hands because retailers report a drop of 2% in volume for the quarter! This, while a market—double, triple, quadruple our size—is developing practically under our noses!

To those of you who may not be impressed by the generalities which deal in "millions of customers and consumers," perhaps a few definite statistics which identify the dynamic development in Europe will prove more convincing: Between 1955 and 1960 gross national product rose 30% (6% for the United States); fixed investment rose 65%; private consumption gained 38%.

If the economic indicators are reason-

ably accurate, Europe will achieve by 1970 a gross national product of $520 billion. Europe is passing through an economic period roughly paralleling our own of the 1920's. Wages, living standards, consumer demands, and employment are seemingly insatiable; and distribution systems and credit facilities are developing strongly like our own.

Credit, finance

Let us start to think in a constructive way with respect to invading the Common Market. The first thing we must do is to overcome our provincial attitude toward the particular characteristics and problems of doing business in the Common Market. A number of manufacturers have thrown up their hands at what they describe as financial, import, and credit problems. These are not serious difficulties, however. For example, there are customs brokers all over the world whose business it is to handle and process your shipments. Although bank and checking systems are not generally employed in Europe, payments are not in bags full of coins. It is possible to check credit in Europe, and on the whole, a considerable reliability exists among purchasers.

Reliable representation

When it comes to control of operations abroad, think in terms of having a representative in any distant part of the United States and understand that since he makes a living based upon the sale and distribution of your product, he usually can be depended upon to mind the store, even though you are not present.

The same situation exists in Europe. There are sales representatives, sales agencies, and responsible business managers who can be employed with complete assurance as to their integrity and competence. There are accountants, lawyers, banks, and Government regulations as effective as our own.

Increasing labor costs

Another concern is the low wage structure presumed to exist in Europe. One must always have in mind, however, the high percentage of cost attached for social benefits and taxes—in some countries, as high as 50% on the wages. Additionally, in many parts of Europe, companies undertake to employ people on a full year basis without any formal commitment to do so—partly as a social responsibility and in part because of an overall shortage of labor. These special conditions naturally develop into added labor costs.

Although there are at present a few countries with extremely low wages, on the whole the wage structure in the Common Market and surrounding countries has advanced tremendously over the last half dozen years and continues to do so.

Wages must be considered in a broader sense, however, than payment to personnel. What one pays in wages is not so important as what one obtains for those wages. Here, we enjoy an important advantage. On the whole, productivity in the United States far outdistances the general level of efficiency in European countries.

Overhead expenses more

If you are concerned over the total cost of doing business in Europe—relax! Generally speaking, fixed overhead expense in Europe is considerably above that in the United States. Building costs are higher; machinery costs more; transportation costs are higher. In addition, the average European manufacturer does not begin to approach the number of capital and inventory turns which we develop per year and therefore must spread his profit over a smaller use of his capital.

Europe is a complex of essentially small manufacturers who work against orders and not stock. This has the extra disadvantage to them of not being able to develop the kind of momentum which our mass production markets have enabled.

Merchandising unsophisticated

There remains one more important area which facilitates the task of invading European markets—the merchandising and marketing concepts under which we operate here. Europeans still operate essentially as small shopkeepers.

The attitude of the typical European manufacturer is marked by two outstanding characteristics: Defensiveness and caution. Notwithstanding that there has already developed a stronger and larger market for readymade quality merchandise at modest prices, the European producer still lacks aggressiveness. Thus, he approaches his entire manufacturing sales programs with a hesitancy which places a brake upon the momentum of his operation.

It is not uncommon for a manufacturer in Europe to prepare his line of merchandise, offer to the trade, and wait for the majority of his orders to come in before even placing his commitment for raw materials. Therefore, he develops no lead time in preparing merchandise for his orders, is invariably tardy in getting his merchandise out, is unable to back up successful sales in retail outlets, and finally, precludes taking care of repeat

Trade Mission report

Last winter (Nov. 14 to Dec. 13) the first industry organized U.S. Trade Mission operated in Europe, promoting the sale of U.S.-made men's and boys' wear. The Mission report was summarized in International Commerce February 11th, the original 143-page document having been presented to Vice President Lyndon B. Johnson and Secretary of Commerce Luther H. Hodges on January 31st.

In their report the Mission advanced 5 principles on which they suggested increased trade with Europe could be built:

1. U.S. businessmen must abandon half-way measures and key their selling efforts to carefully planned sales and merchandising, customer-service, and follow-up campaigns.

2. Each nation's customary way of doing business must be observed, and information about U.S. products, quality, prices, terms, delivery, promotion, account service, etc., must be made available in the language of the country.

3. U.S. firms must participate actively in industry exhibitions, trade fairs, and other national and international events.

4. Local competition can be met, with proper adjustment to local practices. It would be a fatal mistake to try to dump inferior goods on the European market because quality-conscious customers are trained to look for serviceability, style and good taste. U.S. goods should be displayed in Europe simultaneously with stateside showings, and regional styling customs should be followed as closely there as they are in the U.S.

5. The U.S. manufacturer must recognize the true proportions of the potential market created by expanding EEC economies, and concentrate on using American technological and merchandising know-how to exploit the booming market.

Members of the Mission included Richard S. Bell, Michael Daroff, J. M. Haggar, Sr., Hans J. Schwerdtfeger, Elmer L. Ward, Sr., J. H. Wyss, Dale O'Brien, and G. Edward Borst. The Mission was sponsored by the American Institute of Men's and Boys' Wear, with the assistance of the Department of Commerce.

business. In effect, he places himself in the hands of the retailer completely and as he generally operates on a conservative basis, together they forestall generating a dynamic market. A store often will not carry a complete range of sizes and colors; and as a result, when you go in to buy a dress shirt, you are likely to be offered this item in one sleeve length only!

Finally, we should not lose sight of the fact that "made in America" possesses the same degree of interest to a European as "made in France, England, or Italy" holds for the American consumer.

Problems arise

It would be foolhardy to assume that serious problems do not exist in connection with a program to sell Europe. The European is accustomed to certain fabrics, usually heavier than our own. He prefers construction characteristics such as he has always enjoyed. He wants a fit and pattern which is very different from our own. He does not shift radically or readily. This situation is further complicated by different standards in each European country.

In products, we may not assume that all items produced in the United States which are well accepted here have an automatic and favorable response in Europe. Some have enjoyed immediate acceptance: Brassieres, girdles, dungarees, sport shirts. Others have been outclassed by such items as Italian knits, French gloves. Still others actually have no market in Europe. This would be particularly true of children's items which are a luxury for the general public.

Market research necessary

A sales program for Europe must be developed just like a campaign. Logistics, personnel, geography, finance—all must be carefully organized and aimed toward a specific objective. The most important thing that anyone must do who plans in selling outside of the continental United States is to lay a proper foundation and proceed as though he were going into business with the object of succeeding and not just testing the possibilities.

The very first thing which must be done is to thoroughly research the opportunities for sales. If a company is large enough to engage professional people for this market analysis, it will of course have a great advantage. If it is not possible to do a market survey on a professional basis, then dispatching an individual to Europe on a carefully organized program of contacts in both retail and manufacturing fields would be the alternative. There is hardly any point in trying to sell coal in Newcastle or oil to the Arabs.

Styling for customer

Why should we assume that because the European customer will not take our make of trouser he is the one at fault? If you want to sell in foreign markets, you must make items which accommodate their requirements in style, construction, and fit. A short waisted Italian woman just cannot wear American long waisted styles. If a European man is unaccustomed to pleats in his trousers, what right have we to offer him only garments which have pleats? If you are going to endeavor to sell Europe, you must understand what they want and then develop a line of merchandise which will satisfy their taste and requirements.

Our approach must be more affirmative

and imaginative. Europe is a big customer and although it may take a little extra effort and some time to develop it as a market, the end result would be extremely worthwhile. Surely, those who have opened new accounts in their own back yards are aware of the fact that initial orders are small but that as confidence matures, a closer and closer working arrangement develops. If you desire to work with Europe, you must take the position that a European is not any more accustomed to receiving goods from you than you are to selling them and that undoubtedly an educational program on both parts is necessary.

Selling procedure

Basically, there are two ways in which merchandise may be offered for sale. The first is to seek direct representation; the second is to align yourself with a manufacturer who enjoys an established distribution.

Just as in the United States, there are many sales agents, representatives, or direct salesmen who can be engaged to present your lines and take orders. The search probably would be difficult to undertake on a flying trip or via the mails. Therefore, it is a matter best turned over to a recruiting agency which could arrange to screen the various applicants. Incidentally, many Americans have become "Europeanized" since the end of the war and would prefer to serve in Europe. An ad in the Sunday paper would produce an astonishing number of responses.

The alternative to direct representation is the aligning of your interests with those of a manufacturer who is not producing your exact product but a compatible product. Thus, a manufacturer of sport shirts would do well to search for a manufacturer of slacks. A manufacturer of ladies' blouses should seek an alignment with a manufacturer of ladies' skirts or slacks. A raincoat manufacturer should seek out an outerwear manufacturer.

Affiliations of this sort are extremely advantageous in that they automatically provide for a responsible interest and an established sales organization with a definite list of customers. The risk is smaller and the knowledge of his market could be brought fully to bear in assessing products and markets.

There has never been a period in the United States, except during wartime, where we could sell as much as we could produce. While the growth of our country provides an automatic opportunity for all, one cannot escape the simple truth that our technological developments can readily outrace our population growth.

Therefore, if you are really seeking a dynamic opportunity to see your business grow, aim your product toward those international markets where the improvement in the standard in living and increased purchasing power as well as population growth are not likely to be satisfied by the production and the know-how of their own manufacturing sources.

The Europe of today is the United States of 1900 in terms of its potential. Don't let this magnificent opportunity slip through your fingers. Accept the challenge—go international!

Mr. Capelin is a frequent lecturer and seminar leader for such needle trade associations as the International Association of Garment Manufacturers, National Shirt and Pajama Association, Trouser Institute of America, Needle Trades Management Exposition, and Lingerie Manufacturers Association.

U.S. Trade Development Mission to visit Finland next May

Business leaders who meet qualifications may volunteer
High living standards, increasing disposable income, import liberalization characterize this growing market

A U.S. Trade Development Mission is scheduled to visit Finland May 2-30, 1964. The country was last visited by a U.S. Trade Mission in the spring of 1961.

Finland is a good and a growing market. Its people have a high standard of living with increasing disposable income. Finland continues to liberalize its import restrictions. In an effort to reduce its dependence on predominantly forest products industries, Finland is purchasing greater quantities of industrial equipment for other industries.

U.S. exports to Finland amounted to $57.5 million (f.o.b. value) in 1962—a 72% increase over the 1958 figure. The increase in Finnish purchases from the United States resulted mainly from Finland's liberalization of import restrictions, the recent economic boom in Finland, and the 1961 U.S. trade mission and trade fair and related activities of the Embassy.

The 1964 Mission will operate a Trade Information Center in Helsinki and hold business consultations in a number of other significant Finnish centers of industry and commerce.

To be recruited

The Mission will include five U.S. business leaders selected according to their experience in the following fields:

Machine tools. Experienced in the uses of a wide range of standard and specialized semiautomatic metalworking machinery and equipment. Qualified to discuss advantages of such equipment, including savings in manpower and end-product costs, U.S. sources of supply, competitive superiority of U.S. equipment, price ranges, and delivery time.

Industrial chemicals, plastics. Widely experienced in use of industrial chemicals and plastics together with broad knowledge of equipment and technical know-how in transformation of industrial chemicals into intermediate or finished products. Able to discuss U.S. sources, delivery schedules, price ranges.

Packaging machinery. Broad knowledge of machinery and equipment employed in consumer and industrial packaging operations. Able to discuss competitive advantages of U.S. packaging machinery, U.S. sources of supply, delivery time, price ranges.

Consumer goods. Experienced in the purchasing and retailing of a wide range of consumer goods including adult and children's apparel, shoes, household electric appliances, toys, notions, camping equipment, luggage, and foodstuffs. Able to identify U.S. sources of supply.

Automotive parts and service equipment. Able to discuss wide range of automotive parts and equipment utilized in automobile maintenance and servicing, such as tune-up, brake maintenance, front-end alignment, engine rebuilding, body servicing. Knowledgeable U.S. sources of supply, price ranges.

Office equipment and accounting systems. Specialist conversant with modern data processing equipment and systems as they relate to accounting systems, production scheduling and fiscal and inventory controls. Qualified to discuss advantages of using such equipment and systems, U.S. sources of supply, competitive superiority of U.S. equipment, and price ranges.

Businessmen who wish to volunteer their services and who meet the qualifications of any one of the categories are invited to communicate with the Director of the Trade Missions Program, Bureau of International Commerce, Washington 25, D.C., or with any Commerce Department Field Office.

Need current report

Your Business Proposal must be accompanied by one of the following, unless previously submitted within the past year: (1) Department of Commerce Form IA 57 (Registration of U.S. Firms Interested in International Trade or Investment), which may be obtained from your local Department of Commerce Field Office; (2) a current mercantile agency report, or (3) a current bank report.

Market profile—Finland

Area: 130,000 square miles (roughly comparable to the area of California).
Population: 4.5 million (January 1, 1963).
Currency: Finmark (1 mark = $0.3125). The mark is convertible for current transactions.
Per capita income: Annual national income per capita was $805 in 1960 (U.S., $2,223 in 1960).
Gross national product: $5,300 million in 1961 (current prices).
Motor vehicles: 208,700 passenger automobiles, 73,800 trucks, 6,200 buses, 12,900 other vehicles (January 1, 1962).
Radio and Television Sets: 1,140,000 radio receivers, 370,000 television sets (March 1, 1963).
Electricty: Gross consumption 11,094 million kilowatt-hours in 1962.
Principal cities: Helsinki, population January 1, 1963, 477,000; Turku, 130,800; Tampere, 133,000.
Foreign trade (1962): Total exports, $1.1 billion; total imports $1.23 billion. U.S. total exports to Finland, $57.5 million (f.o.b. value); U.S. total imports from Finland, $59.9 million (f.o.b. value).
Chief exports: Wood pulp, paper, timber and timber products, plywood, machinery, copper and copper products
Chief imports: Industrial machinery, grains, fruits, coffee, cotton, tobacco, petroleum products, coal, and base metals.
Principal trading partners: United Kingdom, Federal Republic of Germany, Soviet Union, Netherlands, Sweden, and the United States.

35-word summary of your BP

A booklet containing a summary of all Business Proposals will be distributed in Finland. It is necessary, therefore, that a summary in 35 words or less of each Business Proposal be submitted for inclusion in this booklet, at the time the other information is forwarded to the Department.

Mission will take Business Proposals to Finnish firms

Companies interested in trade contacts should submit details by March 1 deadline

The U.S. Trade Mission to Finland will take Business Proposals (BP's) of American firms interested in obtaining trade contacts in the areas to be visited. The closing date for submission of Business Proposals is March 1.

U.S. firms with a product or service to sell, those seeking agency or distributor relationships or firms interested in entering into other type business arrangements are invited to participate in this program. In contemplating use of the Business Proposal service, careful consideration should be given to the practicality of each particular product or service to the Finland area.

The Business Proposal submitted will be printed in summary form, without identification or address, in a booklet which will be distributed throughout Finland prior to arrival of the Mission. Identification will be revealed only to appropriate foreign firms or individuals after consultation with a Mission member in regard to a specific U.S. proposal. U.S. firms will be provided the names of those firms in Finland which have a definite interest in their Business Proposals in order that follow-up action can be taken.

To submit a proposal

To submit a Business Proposal please answer the questions below and submit with two carbon copies to the Director, U.S. Trade Mission to Finland, Bureau of International Commerce, Washington 25, D.C.

☛ What product or service do you wish to sell or offer?

☛ Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. The Trade Mission will nok seek a substitute for an established agent.

☛ Are you interested in a joint venture? If so, describe your proposition briefly, giving details of products or services to be provided.

☛ Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.

☛ Do you want to make a direct investment abroad?

☛ Do you wish to import for your own account or act as a commission agent?

☛ What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by information such as brochures and other descriptive material in order that the Mission member can make the most effective sales presentation. Data on the size and scope of your firm, catalogs and pricelists are appropriate for this use. Price information should include cost-insurance-freight (c.i.f.) quotations.

If you are representing several firms, you may find it advantageous to submit a separate Business Proposal for each client, with each specified by name and contact.

If your firm offers a wide variety of products, summarize them by commodity groups in your letter.

Printed material on your product or service may be included with your Business Proposal for distribution to firms in Finland. However, no more than fifty single sheets can be shipped abroad for each Business Proposal.

RESUME RELATIONS

On May 28 Pakistan and Afghanistan agreed to resume diplomatic and trade relations and to reopen the borders between the 2 countries. These borders have been closed to normal trade since September 1961; since then, Afghan trade has been diverted to routes through Iran and the USSR and a considerable amount has been airlifted.

U.S. steers potential auto parts makers to Volkswagen sales

Commerce swung into action after VW president said 600 U.S. firms failed to answer buying feeler

With a little nudging from the Bureau of International Commerce and members of the Regional Export Expansion Councils, 200 American manufacturers have submitted offers to produce Volkswagen parts to the Volkswagen foreign purchasing department.

The Bureau began looking for potential parts suppliers after Volkswagen President Heinz Nordhoff stated publicly that 600 U.S. firms had failed to reply to a letter mailed out by Volkswagen in search of parts suppliers.

A cable to the Commercial Officer at the American Embassy in Bonn produced a list of parts Volkswagen was interested in buying, ranging from die castings for door handles to piston rings.

The list was then sent to each of the Department's 39 Field Offices and the 1,000 businessmen members of the Regional Export Expansion Councils were alerted. They were informed: "If you have an auto parts manufacturer or a plant that is a potential manufacturer of parts for Volkswagen, you have an opportunity to get another local industry into the export business." Potential parts suppliers were told to write directly to Volkswagen.

The chief of the Volkswagen foreign purchasing department has notified Embassy officials in Bonn that more than 200 offers are now being considered by Volkswagen executives and they are confident that firm orders will be placed with a number of the companies.

The members of the Regional Export Expansion Councils are business leaders who are serving without compensation in the national drive to increase U.S. exports and thus ease the balance of payments problem.

INDIA BEST MARKET

India, the major importer of streptomycin and dihydrostreptomycin in 1960-62, accounted for 44% by volume of all streptomycin exported from the U.S. in 1960 and 59% in 1962, and was the leading U.S. export market for dihydrostreptomycin in 1960-62.

Big issues stir Manila

Lawmakers in special session; official visits U.S. on economic policy questions

By LEONARD FELSENTHAL
and KENNETH GUENTHER

Far Eastern Division, OIRE

How much foreign capital and what kinds of investment do the Philippines need? Spirited discussion of this two-fold question is being carried on by islanders against a background of high-level 1963 (first quarter) economic activity and the calling of a special legislative session to act on key bills.

Philippine Secretary of Commerce and Industry Rufino Hechanova—in this country June 24-28 conferring with Secretary of Comerce Hodges and business and financial leaders—spoke of "another era of Filipino-American cooperation," pointing out that island businessmen who have enjoyed close teamwork with their American counterparts "are more than eager to continue this relationship."

Continued high export earnings, business optimism, a stable currency, and prospects of increased government spending underlay the first quarter's buoyancy and held promise for further vigorous expansion during the year. This was offset by the fact that legislation considered indispensable for implementing the President's 5-Year Socio-Economic Program foundered in the Philippine Congress. Only at the special session has the fiscal 1964 budget been passed. Amelito Mutuc, Philippine Ambassador to the United States, has reported to his government that American businessmen are awaiting Philippine action on the retail trade act amendment and other legislation before committing themselves to new investments in some fields.

U.S. exports up

In the trade field, U.S. exports to the Philippines increased noticeably in February and March, indicating that the approximately 14-month slump may be drawing to a close. U.S. imports from the Philippines continued high during the quarter.

Investments were well above 1962 quarterly averages, stock-market trading was brisk, industrial and agricultural production levels continued to rise, and export receipts increased noticeably. Import payments declined slightly.

Reflecting favorable trade developments, foreign-exchange reserve holdings

RUFINO HECHANOVA

continued high even though the Philippine Central Bank reduced its foreign obligations. The Philippine peso continued to hold steady at approximately 3.9 to the dollar, with a minimum of Central Bank support. Increased government spending contributed to an expanded money supply. Business and financial circles welcomed the new sources of investment capital created by the inauguration of the Private Development Corporation and the announcement of the National Bank's intention to establish an investment subsidiary.

Factors adversely affecting the economy during the first quarter included the uncertain fate of the President's economic legislation in the Congress, continuing tight credit, and pending restraints on Philippine textile exports to the United States.

Higher earnings

Increased output and higher earnings characterized the producing sectors of the economy, particularly agriculture (led by sugar and abaca production), mining (paced by copper production), and logging. Industrial production showed a steady but unspectacular increase. The threat of a rice shortage caused by flood damages in central Luzon last year necessitated purchases from Burma and Thailand. The floods also drew increased attention to the rapid depletion of Philippine forest reserves which formerly prevented a rapid water run-off.

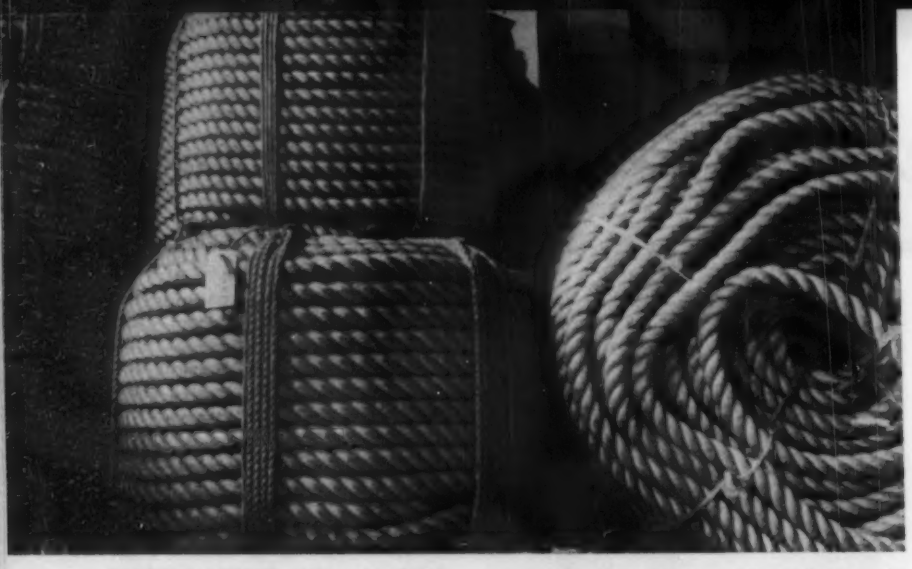
Paid-in capital investment rose to 54.8 million pesos ($14,051,282) in first-quarter 1963, comparing favorably with the 35 million pesos ($897,436) in fourth-quarter 1962. This new paid-in capital appears largely to represent three factors: the withdrawal of Chinese businessmen from retail trade and their move into wholesaling and manufacturing with Filipino capital filling the retailing gap; the creation of new financial institutions; and a moderate inflow of new foreign investment.

During the quarter a licensing agreement was completed between Conception Industries and the Carrier Corporation for assembling and marketing air-conditioning units and refrigerators, the Wilson Mortgage Co. of San Francisco announced the availability of $10 million for home construction, and a $10 million financing arrangement was negotiated with West Germany for expanding the Philippine shipping industry. Filipino interests bought control of the Luzon Stevedoring Corporation, an old and respected American firm.

Hands-off policy

President Macapagal's recent ruling that the Government would not allocate resources in the private sector nor impose restrictions on the amount of investment in the production of any commodity was a defeat for those who urged the Government to "guide" foreign investors into fields which domestic capital was unable or unwilling to enter.

In the past when the Philippine economy was strictly controlled, new capital flowed into fields promising a quick and large return on initial capital investment —processing, packaging and assembly-type enterprises. Long-term foreign capital commitments were few in view of the uncertainties on remittances of capital and earnings and the difficulties in obtaining import licenses. The Macapagal administration is now stressing the need for an expansion of "basic industries," with a corresponding de-emphasis of the packaging and assemblying industries. The de-control program, by removing re-



PHILIPPINE INDUSTRY: Abaca—Manila hemp—meets a large part of the world's need for marine cordage and other damp-resistant rope, cord and twine. Shown above is some of the output of the Elizalde Rope Factory, Manila. Below are pictured raw-mix storage silos of the Republic Cement installation.

25,000-BARREL DAILY CAPACITY: First company to build a petroleum refinery in the Philippines was CALTEX, whose Batangas establishment is shown below. (Photographs courtesy of Philippine Ass'n)

strictions on repatriation of capital and earnings, increasing the peso costs of imports, and eliminating complicated import licensing procedures, helped encourage the flow of new capital—both domestic and foreign—to "basic industry" sectors of the economy.

Commenting on this, Secretary Rufino Hechanova points to "a pronounced (investment) shift . . . from light and finishing industries importing raw materials to investments in essential and basic industries entailing heavy capital outlays in fixed assets and exhaustive utilization of domestically produced raw materials." He observes that "with the new emphasis given to heavy financial outlays in basic industries, the 60-40 joint venture where Filipinos hold majority ownership (giving American firms the opportunity to provide much-needed machinery and technical services) is once more underscored."

Mr. Hechanova also recognizes the concern felt in certain sectors of the American business community regarding the future expiration of the Revised U.S.-Philippine Trade Agreement. Legislation of importance to the investor that failed of passage in the regular session included: a foreign investment bill defining the rights and obligations of the foreign investor, amendments to the Retail Nationalization and Anti-Dummy laws lifting curbs on employment of aliens and changing to 60% the minimum ownership requirements of retail firms, Filipino and American. The unamended Retail Trade Nationalization Law requires retailing corporations to be wholly Filipino-and/or American-owned in the meaning of the "parity provisions" of the revised U.S.-Philippine trade agreement. Secretary of Justice Liwag has ruled that a corporation whose stock is only 2% non-Filipino and/or non-American owned cannot engage in retail trade.

Other bills

With mining companies prohibited under present law from holding more than a 15% interest in a second firm, certain proposed new mining investments are linked to the fate of a mining-law amendment which failed to pass in the regular session. The President also was not given the tariff-changing authority he requested.

The Congress did pass a bill which is of direct interest to the business community, providing for suspension of taxes on long-term capital gains acquired before Jan. 1, 1963, for a 5-year period, if proceeds are invested in Government bonds or in domestic Filipino-owned or controlled industrial or agricultural enter-

prises. Short-term capital gains are still subject to tax.

Favorable outlook

Despite the uncertainties of legislative action the investment climate—outside of economic sectors affected by the Retail Trade Nationalization Law—is good. The overall favorable climate results in part from the de-control program which freed remittances of profits and earnings and devalued the peso, the tariff protection for new industries pledged by the administration, and the administration's attitude towards new foreign investment. Probably more important than all of these, the favorable outlook for further economic development and a growing domestic market have greatly improved investment prospects.

After 14 months of steady decline which saw U.S. exports to the Philippines drop approximately $75 million from the comparable earlier 14-month period, U.S. exports recovered in February and rallied strongly in March, reaching a monthly $35 million total (U.S. Bureau of Census statistics). This March figure is the highest monthly level of U.S. exports to the Philippines since November 1961. U.S. exports to the Philippines in first-quarter 1963 thus totaled $73.9 million—about $10 million more than the comparable 1962 total. Philippine exports to the United States also continued moving upward. Primary products, led by sugar, copra and coconut products, abaca, logs and lumber, and chromite ore accounted for most Philippine exports. Philippine exports of cotton textiles showed a marked increase, necessitating restraint requests by the U.S. Government.

Leading sectors

Recently released Philippine statistics show that leading import sectors in 1962 were machinery (other than electric), transportation equipment, and petroleum. Imports of chemicals, iron and steel products, raw cotton and synthetic textiles also continued high.

Commenting on promising prospects for U.S. sales in the Philippines, the U.S. Embassy in Manila suggests that these commodities have good market potential: chemicals, particularly organic and inorganic pigments and synthetic resins; quality cotton piece-goods, especially broadcloth; sanitary plumbing fixtures; fishery refrigeration facilities; and logging equipment. In the logging industry, and in certain sectors of the mining industry, the higher profit levels attained since decontrol permit replacement of equipment, and substantial purchases of new machinery are reportedly being considered.

Third-country interest in the growing Philippine market continued into 1963 as trade missions from Mexico, Italy, Denmark and Australia explored possible sales opportunities. The Mexican mission was particularly interested in promoting the sale of cotton; the Italian, machinery; the Australian, wheat; and the Danish, meat and dairy products. While business visitors from Japan also increased, Philippine-Japanese trading relations suffered a setback when President Macapagal announced that the Treaty of Friendship, Commerce, and Navigation already ratified by Japan would not be submitted to the Philippine Senate until appropriate legislative safeguards were erected. The administration voiced the hope that an interim arrangement with the Japanese could be concluded.

Recently, the Philippines sent a high-level Trade Mission headed by Secretary Hechanova to Indonesia and a trade agreement resulted. It calls for expanded trade between the two nations and the establishment of a Commission to study copra and other coconut-product marketing problems. These developments reflect the closer relationship being forged between the Philippines and Indonesia. Another trade mission, headed by the president of the Chamber of Commerce of the Philippines, was dispatched to Europe recently.

Regional cooperation

A continuing interest was evidenced in closer trade relations with the other nations of Southeast Asia, and increased regional cooperation was discussed at the March ECAFE (Economic Commission for Africa and the Far East) meeting in Manila. The Philippines as host country played an active role in this meeting. An early June conference—also in Manila—of the Foreign Ministers of the Philippines, Indonesia and Malaya looked to greater regional economic and political cooperation. These meetings reflect the active role which the Philippines under President Macapagal intends to play in the area of Southeast Asia. While it is much too early to evaluate their prospects, the recognition of a common interest and the cultivation of closer economic and political cooperation in Southeast Asia is in itself encouraging and promises increased opportunities for U.S. trade expansion in the area as a whole.

MEXICO MOVES UP

Argentina, the leading export market for bulk antibiotics n.e.c. in the period 1960-62, dropped to fifth place in 1962. Mexico ranked first in 1962 (31.5 million grams).

Oops!

There were a lot of red faces in the Department of Commerce Friday, June 21st. That was the date the advance copy of the June 24th issue of International Commerce was received.

In a back-page trade promotion advertisement readers were advised that guilders, lira, pounds, reichmarks or francs were readily convertible to dollars.

So before our readers charge up to the attic and begin a frenzied search among rusty lugers, bayonets, and old campaign ribbons, please be advised that the reichsmark's exchange rate hasn't budged from zero for many years.

Its successor currency, however, the "deutsche mark," is freely convertible on any of the world's money markets at approximately 4 to the dollar.

U.S.-to-Ecuador shipments need origin certificates

All shipments of U.S. merchandise to Ecuador must be covered by a certificate of origin under a recent ruling of the Central Bank's exchange control department.

According to the announcement, this requirement was imposed to enable the Bank to determine whether Ecuador is meeting its commitments under various U.S. Government loans and grants, with particular regard to the purchase of U.S. commodities.

Certification

No specific forms are required for this certificate of origin. Chambers of commerce in U.S. cities are requested simply to certify that the goods for which the invoice has been prepared are of U.S. origin. Ecuadorean consular officers in the United States have received full instructions concerning this certificate of origin, and further details may be obtained directly from them.

Prices

Still in effect is the requirement established in mid-1962 for certification by chambers of commerce that the invoiced pieces of merchandise are being shipped from the U.S. at "normal market prices."

Subscribers to Overseas Business Reports No. 62-20, *Preparing Shipments to Ecuador*, should make note of this change on page 3.

Exporter's Calendar

Vast audiences of potential buyers in overseas areas will be approached by U.S. manufacturers every day this year thru Department of Commerce sponsored Trade Fairs, Trade Center Exhibits and visiting Trade Missions.

The calendar published below indicates the events now scheduled.

Trade Centers limit their exhibits to specific product lines and advertise their showing widely among potential overseas buyers.

Commercial Trade Fairs are sponsored in areas that a trade survey indicates presents a good potential market, and are widely advertised locally.

Inter-agency Trade Fairs are often held in developing or Soviet bloc countries, and must conform strictly to the Fair theme.

U.S. Trade Missions carry with them specific business proposals and Mission members attempt to establish a direct contact with interested foreign firms. Mission reports are published in this magazine.

Inquiries about any of the activities may be addressed to a local Department of Commerce Field Office, or directly to the Department of Commerce, Attention, Bureau of International Commerce, Trade Fair or Trade Center Division, Washington 25, D.C.

July 19 (ending date)—BANGKOK Trade Center—Business Machines and Office Equipment Show *

July 21 (ending date)—LIMASSOL - CYPRUS — International Trade Fair (Inter-Agency)*

July 9 - 26—TOKYO Trade Center—Automotive Service and Maintenance Equipment Show*

July 19 - Aug. 18—RIO DE JANEIRO—U. S. National Exhibition (Inter-Agency)

July 26 - Aug. 10—SYDNEY—International Trade Fair (Commercial)*

Aug. 19 - Sept. 20—TOKYO Trade Center—Agriculture Show (USDA)

Aug. 20 - Sept. 20—IZMIR—International Trade Fair (Inter-Agency)

Aug. 21 - Sept. 6—FRANKFURT Trade Center—Nonelectric Housewares

Aug. 28 - Sept. 8—STOCKHOLM—St. Erik's Fair (Commercial)

Aug. 31 - Sept. 22—TAMATAVE—U. S. National Exhibition (Inter-Agency)

Sept. 1 - 22—SALONIKA—International Trade Fair (Inter-Agency)

Sept. 7 - 22—ZAGREB—International Trade Fair (Inter-Agency)

Sept. 8 - 22—BRNO—International Trade Fair (Inter-Agency)

Sept. 10 - 23—BARI—International Levante Fair (Commercial)

Sept. 11 - Oct. 11—BANGKOK Trade Center—Boat and Water Equipment (locally produced)

Sept. 24 - Oct. 4—LONDON Trade Center—Outdoor Sporting Equipment

Sept. 27 - Oct. 3—STOCKHOLM—Technical Fair (Commercial)

Sept. 28 - Oct. 12—MOGADISCIO—U. S. National Exhibition (Inter-Agency)

Oct. 1 - 18—TOKYO Trade Center—Photography in Science, Industry, and Education

Oct. 5 - Nov. 9—MALAYSIA-HONG KONG—Trade Mission

Oct. 10 - Nov. 10—LONDON Trade Center—Agriculture Show (USDA)

Oct. 12 - 27—BERLIN—German Industries Exhibition (Inter-Agency)

Oct. 12 - Nov. 16—SWITZERLAND-AUSTRIA—Trade Mission

Oct. 16 - Nov. 1—FRANKFURT Trade Center—Outdoor Sporting Equipment

Oct. 18 - Nov. 3—TUNIS—International Trade Fair (Inter-Agency)

Oct. 26 - Nov. 10—LIMA—Third Pacific International Trade Fair (Inter-Agency)

Nov. - Dec.—KENYA-TANGANYIKA - UGANDA - ZANZIBAR—Trade Mission

Nov. 3 - 7—DUESSELDORF—Ladies' Outer Garment Sales & Fashion Week (Commercial)

Nov. 13 - Dec. 6—BANGKOK Trade Center—Portable Power Tools for Light Industry

Nov. 19 - Dec. 6—TOKYO Trade Center—Advanced Medical Equipment Show

Nov. 26 - Dec. 6—FRANKFURT Trade Center—Commercial Laundry and Dry Cleaning Equipment

Nov. 26 - Dec. 6—LONDON Trade Center—Advanced Electronic Components

December—MONROVIA—U. S. National Exhibition (Inter-Agency) (Tentative)

Jan. 21 - 31 - '64—LONDON Trade Center—Institutional Catering Equipment

* **Fully Booked**

MIGHTY TASTY: The lollipop-making machine above was obviously a popular feature of the U.S. exhibit at the recent Poznan International Trade Fair. Several other U.S. displays also drew large crowds.

U.S. products drew crowds at 32nd Poznan Trade Fair

Both the public and the government of Poland showed interest in the products displayed by 167 U.S. firms at the 32nd Poznan International Trade Fair that closed June 23rd.

The Polish fairgoers visiting the U.S. pavilion had their favorites: a lollipop-making machine, an automobile exhibit, flycasting demonstrations, jazz concerts, and a photographic equipment exhibit where many of them obtained their own photographs via free instant snapshots.

Government authorities inquired about purchasing a fully equipped U.S. automobile service station erected at the U.S. pavilion. They also showed interest in a seed cleaning machine and a food processing and packaging equipment display.

Electronics exposition scheduled in Amsterdam

A large variety of inventions and development in the field of radio, television, sound technique, instruments and parts will be displayed this fall in Amsterdam.

The International "Firato" 1963 Exposition of Electronics will take place Sept. 13-22 in the new RAI-Building.

Further information about international trade fairs is available, unless otherwise indicated, from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Tokyo Trade Center show brings in over $250,000

The first show at the U.S. Trade Center in Tokyo—featuring industrial instruments and laboratory apparatus—brought in over $250,000 in on-the-spot sales for the 41 U.S. firms which participated.

In addition, Japanese agents representing the firms are negotiating some $720,000 in equipment sales. The April 2-26 event drew 7,811 Japanese visitors; total attendance reached 10,318.

Opening day was impressive, according to the U.S. Embassy in Tokyo. Under Secretary of Commerce Franklin D. Roosevelt, Jr. opened the Center. Ambassador Edwin O. Reischauer presided over the ceremony, and Japanese Minister of International Trade and Industry Hajimi Fukuda represented his government.

Textile show set later this month in Austrian city

Business proposals invited; plan trade information booth

U.S. textiles are becoming more popular in Austria.

An opportunity for the U.S. businessman in this field to test the market there is just around the corner. The Dornbirn Textile Fair will be held July 12-21.

The U.S. will operate a trade information booth at the fair. Any interested U.S. businessman may send copies of his sales literature to the U.S. Consulate General in Salzburg. The materials will be displayed and fair exhibitors and visitors will be canvassed in an effort to develop sales leads.

The Dornbirn event is one of the largest and most important textile fairs in the EFTA. Approximately 1,000 firms annually exhibit their textiles and textile machinery there to the trade. Attendance usually reaches 300,000, with one third of the visitors coming from outside Austria.

To submit a Business Proposal U.S. firms are asked to answer the questions below and mail them with two copies to the U.S. Consulate General, Salzburg, Austria, Attention Commercial Officer.

- What product do you wish to sell or offer?
- Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you want and indicate whether you will grant exclusive representation in the country.
- Are you interested in a joint venture? If so, describe your proposition briefly giving details of products or services to be provided.
- Are you interested in licensing a qualified firm to manufacture your product in Austria? Provide a description of the agreement you desire.
- What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by information such as brochures and other descriptive material.

Apparel fabrics exhibition

When the U.S. Trade Center opened the Apparel Fabric Exhibition June 18th at 57 St. James Street, London, a group of over 200 key trade and press representatives indicated their enthusiastic interest in the products. The 10 U.S. exhibitors, representing the major manufacturers of apparel fabric in this country, indicated they were booking stock as well as sample orders. Because of the nature of the textile industry, it will be 6 months before firm sales figures at the 10 day show can be computed.

RCA president, Georgia group, accept 'E' award

Experienced exporters cited for constantly developing new products and overseas markets

Secretary of Commerce Luther H. Hodges presented President Kennedy's "E" award for excellence in developing export business to the Radio Corporation of America at a June 25 ceremony in his office. The award was accepted by Dr. Elmer W. Engstrom, RCA president.

The "E" award—originally conferred for production excellence during World War II—now is a national tribute to export excellence. It recognizes management excellence, for while many organizations are nominated for the President's "E" award, relatively few are chosen.

About 300 "E"-for-export awards have been presented to exporters, suppliers, and organizations which support international trade in 33 states and the District of Columbia in the Government's program to provide incentive for superior achievement in the sale abroad of goods and services.

RCA has been a consistent cooperator with the Department of Commerce in helping to build international trade through overseas trade fairs and exhibits. Each year it has participated in several trade fairs and in addition has participated in special exhibits developed by the United States Information Agency.

Secretary Hodges also presented the "E" Award to the Georgia Ports Authority for its significant contribution to the United States' national export program.

Accepting the coveted blue and white "E"-for Export banner were: Robert C. Norman, Chairman of the Ports Authority, and Jack D. Holt, GPA's Executive Director.

The award was presented in Secretary Hodges' office in Washington before a large delegation of Georgia state officials and nationwide representatives of the shipping and transportation industries.

Although unable to be in Washington, Georgia's Governor Carl E. Sanders telegraphed his congratulations.

"Through the use of our Georgia Ports Authority facilities," said Governor Sanders, "these industries have made this award possible. We of Georgia look forward to even greater efforts in this vital area of our nation's economy."

Trade Center sells muck shifter's aid

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

London—There was this blonde, Victoria Stockdale, with a pouting lower lip, hair piled into a light, reed colored haystack of curls, tending the booth of a west coast tool manufacturer at the United States trade center.

"This is a lift," she told us in silky voice, "for automobiles. It works by hydraulics and raises motor cars high, so mechanics may repair them better." Miss Stockdale smiled deliciously, and we were sorry we had no need for one.

"I don't know about those instruments in the back, but the car lifting thing sells for 30% discount from United States prices."

Miss Stockdale, a London model, had been employed for the recent automotive maintenance show by a British public relations firm and was deservedly, we thought, attracting more attention than the car lifting thing.

In the next aisle, a Dutchman with tremendous drive named Pietre Van Raalt, a representative of the Marsbary Manufacturing Company of Oakland, California, was demonstrating a steam cleaner, billed as "The Answer to a Muck Shifter's Prayer."

Van Raalt told us "muck shifter" was British terminology. He also explained that capacity was shown in imperial gallons, delivered prices quoted in British pounds, and that he thought the show was going great.

And so with the confusion of a theatrical opening night, crowds pushed through the doors, and another production burst into the bustling life of St. James St., one of ten or twelve exhibitions that during 1963 will fill this space in the heart of Britain with American products from fifty states.

Clarence Pusey and Steve Namisnak, the Shuberts of commercial carnival in this kingdom of venture and enterprise, promote U.S. variety shows that in Punch and Judy fashion put Wisconsin cheese, hardware from New England and clothing made in the mills of North Carolina into the glory of brilliant lights, as though from shining marquees.

They quote statistics on grosses and nets since the center's pageantry began two years ago that in rolling, tumbling numbers overwhelmingly have led the league in this bit of United States trade promotion. The center is as big fisted and pounding as the London philharmonic orchestra in the tense moment of a heavy score.

"Every time we raise the curtain," said Pusey, "it's a benefit performance for the players on stage. But we have pesky frustrations," he continued with at least a metaphorical sigh. "We need more space. No one can sit down because we have no room left for chairs. There should be individual conference rooms in which businessmen may meet."

"A nine day stand is best," Namisnak declared. "Interested people come. And it allows a manufacturer or his British agent to be his own producer and director, with a salesman in attendance all the while."

"Chances are," he continued, "there will be more steam cleaners sold than car lifters. But if all a company is looking for is an agent, a simple exhibition of product may be enough."

"There's one thing we know," Pusey broke in, "we can sell United States merchandise. All of it. Any kind."

The aisles were beginning to clog like the bleachers when the Yankees are in town and it was difficult to move freely. Salesmen were picking up products to explain their purity of material and virtue of design. Peter Van Raalt with jovial oratorical flourish was expansively talking to a sizeable group, apparently answering the muck shifter's prayer. Victoria Stockdale just smiled sweetly.

"Good show," someone next to us remarked.

Import, exchange-permit rules summarized for world traders

Exporter should request importer's permit number before shipment; details available from Commerce field offices

The following list summarizes foreign governments' import-license and exchange-permit requirements—as of June 1, 1963—applicable to goods of U.S. origin and to other goods payable in U.S. dollars. Most countries in the world are included, under 5 regional groupings.

Prepared in the Office of International Regional Economics (OIRE), Bureau of International Commerce, the summary updates the one published in INTERNATIONAL COMMERCE, Jan. 7, 1963, pages 8-11.

U.S. exporters are urged to make certain before shipping goods that the foreign importer has obtained the required permit, and they should insist on having the permit's identifying number or symbol.

More detailed information on licensing and exchange controls may be obtained from Department of Commerce field offices or from OIRE.

AFRICA

ALGERIA—Import license necessary, but only for a limited number of products specifically enumerated which are subject to quantitative import restrictions. All other products may enter under a simplified procedure. Customs authorities will allow imports of such products upon presentation by the importer of a customs declaration, supported by an invoice or commercial contract. Exchange permit not required.

BRITISH COLONIES not specified elsewhere, including Gambia, Kenya, and Zanzibar—Import license not necessary, except for certain items not under open general license. Exchange permit required, but import license assures release of necessary foreign exchange.

BURUNDI—Import license necessary. Licenses for goods considered essential to country's economy carry right to foreign exchange. Import licenses granted for other goods do not include official allocation of exchange.

CAMEROON—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

CENTRAL AFRICAN REPUBLIC—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

CHAD—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

CONGO (Brazzaville), REPUBLIC OF—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

CONGO (Leopoldville), REPUBLIC OF—Import license necessary. Normally import licenses also are authorizations for payment in foreign exchange. Exceptions are *sans paiement* licenses which are issued to importers with access to foreign exchange outside the Congo.

DAHOMEY—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

ETHIOPIA—No import license necessary. Exchange permit required.

FRENCH SOMALILAND—No import license necessary. Exchange permit not required.

GABON—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

GHANA—Import license required, except for single copies of books and periodicals, samples, personal or household effects, certain gifts and articles for reimportation. Special permit not required, but application for foreign exchange must have the approval of the Exchange Control Committee or an authorized dealer.

GUINEA, REPUBLIC OF—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

IVORY COAST—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

LIBERIA—Import license not necessary except for arms, ammunition, used clothing, pharmaceuticals, and rice. Exchange permit not required.

LIBYA—Import license necessary for a limited list including processed foodstuffs, motion picture films, ice cream, transport vehicles, and locally manufactured items. However, all other imports may be imported under open general license. Exchange permit required. Exchange permits required for authorized imports are readily granted by the authorized banks, provided there is a firm contract and any necessary import license has been obtained.

MALAGASY REPUBLIC—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

MALI—Import license necessary. Exchange permit required; and import license does *not* automatically guarantee exchange.

MAURITANIA—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

MOROCCO—Import license necessary and a deposit of 25% of the invoice value of imports must be made in advance by importer. Licenses valid for 6 months and carry right to foreign exchange.

NIGER—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

NIGERIA—Import license necessary, but about 95% of all goods are permitted under open general license. Exchange permit required, but import license generally assures release of foreign exchange.

PORTUGUESE OVERSEAS PROVINCES—Import license necessary. Exchange permit required, but, in Angola, import license carries with it authorization to obtain foreign exchange needed for payment of goods to which license pertains.

RHODESIA AND NYASALAND, FEDERATION OF—Import license necessary, but all goods are importable freely under open general license. Exchange permit required, but import license carries right to foreign exchange.

RWANDA—Import license necessary. Licenses for goods considered essential to country's economy carry right to foreign exchange. Import licenses granted for other goods do not include official allocation of exchange.

SENEGAL—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

SIERRA LEONE—Import license necessary, but only commodities such as cattle, firearms, and explosives are not imported under an open general license. Exchange permit required, but import license assures release of necessary foreign exchange.

SOMALI REPUBLIC—Import license necessary. Exchange permit required.

SOUTH AFRICA, REPUBLIC OF, including SOUTH WEST AFRICA, and the British High Commission Territories of BASUTOLAND, BECHUANALAND and SWAZILAND—Import license necessary. Except for goods on the free list and exempted list, most consumer goods are licensed on basis of exchange quotas established by the Government. Motor vehicles of f.o.b. value over 1,900 rands (1 rand = US$1.40) are prohibited. Other goods, including capital goods and industrial raw materials, are licensed on basis of importers' current needs; policy is to grant license applications freely for "reasonable requirements." Licenses are valid for purchases in any country, including the U.S. Exchange permit required, but import license carries right to foreign exchange from authorized banks to the amount indicated in the license.

SUDAN—Import license necessary except for an extensive list of commodities that may be imported under open general license from any source. All imports must be registered with the Ministry of Commerce, which may deny registration because of commercial policy or excessively high prices. Exchange permit not required; exchange is granted automatically for all permitted imports.

TANGANYIKA—Import license not necessary except for certain primary products and munitions items. Exchange permit not required.

TOGO—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

TUNISIA—Import license required for all imports. However, for liberalized items licenses and exchange are automatically granted. A deposit of 25, 50, or 100% of invoice value is required prior to applica-

tion for import license covering certain listed products. Validity of import licenses is usually 6 months. Import license carries right to foreign exchange.

UGANDA—Import license not necessary except for certain primary products and munitions items. Exchange permit not required.

UPPER VOLTA—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

EUROPE

AUSTRIA—Import license necessary for most goods whether liberalized or not. For liberalized goods (most non-agricultural and some agricultural items) license granted at time goods cross border. No separate exchange permit required.

BELGIUM—No import license necessary, except for a small number of products. Licenses usually granted freely, where required. No separate exchange permit required.

BULGARIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

CZECHOSLOVAKIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

DENMARK—Import license required only for limited list of nonliberalized products. No separate exchange permit required; copy of import license or importer's declaration with customs certification of import takes place of exchange license.

FINLAND—Import license necessary, but an extensive list of goods may be imported without import license following action of Finland in placing imports from the U.S. and Canada on same basis as Western European countries participating in the multilateral trade and payments agreement. Commodities not on the import free list are subject, with certain exception, to a system of global quotas. No separate exchange permit required; import license carries right to foreign exchange.

FRANCE—Import license necessary, but only for a limited number of mainly agricultural products specifically enumerated which are subject to quantitative import restrictions. All other products may enter under a simplified procedure. Customs authorities will allow imports of such products upon presentation by the importer of a customs declaration, supported by an invoice or commercial contract. No exchange permit required.

GERMANY, FEDERAL REPUBLIC OF, including WEST BERLIN—No import license necessary except for a number of agricultural and some nonagricultural items which require an individually validated import license. Most industrial and a number of agricultural products may be imported freely under general license. No separate exchange permit required.

GERMANY, SOVIET ZONE, including Soviet sector of Berlin—Import license necessary; government agencies responsible for securing own permit. Exchange permit required, but import license automatically provides for allocating necessary foreign exchange.

JAPAN—Import license necessary. Some commodities, announced by Government from time to time, require allocation certificate from Ministry of International Trade and Industry. For other items, import license automatically issued by foreign-exchange banks carries right to foreign exchange. Importers required to make advance deposits for many categories of products.

KOREA, REPUBLIC OF—Import license is necessary from Ministry of Commerce and Industry for basket category items, otherwise unlisted items, and certain commodities subject to special restrictions. Other items, importable on an "automatic approval" basis, do not require specific license. Exchange permit not required. For commodities importable on an "automatic approval" basis, exchange may be freely purchased from Bank of Korea or foreign exchange banks. Specific license issued for other items carries right to foreign exchange.

LAOS—Both import license and exchange permit required.

MALAYA, FEDERATION OF—Import license not necessary, except for a few items not importable under open general license for reasons of health, safety, and morals. Exchange permit not required.

NEW ZEALAND—Import license necessary except for a few items such as sugar, sulfur, unmanufactured tobacco, and most petroleum products. Exchange permit not required.

PHILIPPINES—Import license as such not required, but certain categories of imports are subject to advance deposits in the local currency. Exchange permit as such not required, but letter of credit opened against exchange allocation is considered as exchange license.

SINGAPORE—Import license not necessary, except for a few items not importable under open general license for reasons of health, safety, and morals. Exchange permit not required. British Borneo (Brunei, North Borneo, and Sarawak) regulations are the same as Singapore's.

TAIWAN—Import license necessary. Exchange permit required but granted automatically with issuance of import license.

THAILAND—Import license not necessary, except for specified items. Exchange permit not required, but a "certificate of payment" issued by Bank of Thailand or authorized bank or company is required.

VIET-NAM—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

NEAR EAST-SOUTH ASIA

ADEN—Neither import nor exchange permit required.

AFGHANISTAN—An import license is not required for most imports, but a declaration or customs permit must be obtained from Afghan border officials or from trade agents abroad. An exchange permit is not required, but permission to remit foreign exchange to exporters abroad must be obtained from Da Afghanistan Bank.

BAHREIN—Neither import license nor exchange permit required.

BURMA—An import license is required for all imports except goods imported on Government account or under open general license. The required exchange permit is issued automatically for authorized imports.

CEYLON—An import license is required unless the product is imported on Government account or is one of the few "essential" commodities still importable under open general license. The required exchange permit is issued automatically for authorized imports.

CYPRUS—An import license is required for any imports not included under the open general license. The exchange permit is granted automatically for authorized imports.

INDIA—An import license is required for all except Government imports. An exchange permit is issued automatically for authorized imports.

IRAN—Import licenses are not required except for certain specific commodities, including cement, dynamite, tobacco and insecticides; however, imports of firearms, explosives and some medicines require prior Government approval. While no exchange permit is required, except for Government-controlled commodities, a large number of items require prior deposits of up to 100% of the value to be imported.

IRAQ—License, issued by central government, and exchange permit, obtained through Central Bank or authorized dealer, required for most imports. However, 132 commodities may be imported without license.

ISRAEL—About half of imported items do not require license; all others do. Exchange permit granted automatically for authorized imports.

GREECE—No import license necessary except for specified items, including rice, motor vehicles, automotive chassis and bodies, used clothing, textiles, machinery and spare parts, precious metals and articles thereof. No exchange permit required; but applications for foreign exchange must be registered with the authorities. Bank of Greece approval is required for goods imported under AID authorization.

HUNGARY—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

ICELAND—Import license not necessary for items on "special conditional free list" and limited number of staples. For all other items import license required. Exchange permit required, except for "special conditional free list" imports.

IRELAND—An import license is not necessary, except for a few products. An exchange permit is not required, except for importations exceeding £5,000 ($14,000) in any 12-month period.

ITALY—An import license is not necessary except for a limited number of items listed on the Table "A Import," for which a Foreign Trade Ministry license is required (items not included on this list are free of license). An exchange permit is not required except with advance or delayed payments for more than 180 days, and in a few other cases.

LUXEMBOURG—No import license necessary, except for a small number of products. Licenses usually granted freely, where re-

quired. No separate exchange permit required.

NETHERLANDS—No import license necessary, except for a small number of products. Licenses usually granted readily, where required. No separate exchange permit required.

POLAND—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

PORTUGAL, including the AZORES and MADEIRA—Import licenses are necessary but they are granted automatically for most products. An exchange permit is required.

NORWAY—Import license required only for a limited list of nonliberalized products. No separate exchange permit required.

RUMANIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

SPAIN, including CANARY ISLANDS—An import license is necessary except for items on the liberalized list. An exchange permit is required except for items on the liberalized list.

SWEDEN—Import license required, only for automobiles and certain agricultural products when imported from U.S. Import licenses for automobiles are granted freely. No separate exchange permit required. Foreign exchange, including dollar exchange, is automatically made available if import license specifies payment in such currency and if license is registered with a foreign exchange bank within 2 months after issuance.

SWITZERLAND—No import license necessary except for a few agricultural products and a limited number of industrial items, such as special type trucks. No exchange permit required.

UNION OF SOVIET SOCIALIST REPUBLICS—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for necessary foreign exchange.

UNITED KINGDOM—An import license is not necessary except for a limited list of products, for example, grapefruit and citrus juices, fresh apples and pears, commercial airplanes, most citrus fruits and cigars. An exchange permit is required, but is issued automatically.

YUGOSLAVIA—An import license is not necessary but only licensed import firms are permitted to carry on import operations. An exchange permit is not required but the Government maintains strict control over foreign exchange allocations.

FAR EAST, OCEANIA

AUSTRALIA—Import license not necessary except for 5 products: lumber, antibiotics, aluminum products, roller and ball bearings, second-hand or used excavating and construction machinery and equipment. Exchange permit not required.

CAMBODIA—Import license necessary. Exchange permit required. An allocation of foreign exchange automatically carries the right to an import license.

HONG KONG—Import license necessary only for dutiable, strategic, or short-supply goods. Relatively few items affected. Exchange permit not required, except for few transactions financed at official rate of exchange.

INDONESIA—Combined import/exchange license necessary except for imports with *retensi* (5% of export proceeds which exporters are allowed for unrestricted use).

JORDAN—An import license and exchange permit are required for all imports.

KUWAIT—No import license or exchange permit required except for firearms, munitions, poisons, pork, and alcoholic beverages.

LEBANON—An import license is required only for certain commodities which are locally produced. No exchange permit is required for any imports.

MUSCAT & OMAN—Neither an import license nor an exchange permit is required.

NEPAL—An import license is required for all except Government imports. An exchange permit is issued automatically for authorized imports.

PAKISTAN—Licenses required for all items except Government imports, certain personal items, samples and advertising matter. Exchange permit issued automatically for authorized imports.

QATAR—Neither an import license nor an exchange permit is required.

SAUDI ARABIA—Neither an import license nor an exchange permit is required.

SYRIA—Import license and exchange permit required.

TRUCIAL STATES—Neither an import license nor an exchange permit is required.

TURKEY—The license which is required for all imports authorizes the importer to obtain the necessary foreign exchange.

UNITED ARAB REPUBLIC—An import license and exchange permit are required for all imports.

YEMEN—Neither import license nor exchange permit required.

WESTERN HEMISPHERE

ARGENTINA—Import license not required, but most imports are subject to exchange surcharges. Exchange permit not required.

BRAZIL—Import license not required except for luxury goods, other commodities considered nonessential to the economy, and items imported without exchange cover. However, prior deposit and certificate of exchange cover required for most commercial imports. Exchange permit not required. Foreign exchange for imports purchased in free market at rates fixed from time to time by Bank of Brazil. Certificates obtained at auction give right to purchase exchange for nonessentials and right to import license.

CANADA—No import license necessary except for butter; butter fat; cheddar cheese; dried skim milk; wheat, oats, and barley and certain processed products of these grains; turkeys; natural gas; radioactive and fissionable materials, isotopes, and equipment for production, use, or application of atomic energy. Import of alcoholic beverages requires Provincial licenses. Secondhand automobiles manufactured before year in which importation is sought, secondhand aircraft, oleomargarine, and butter substitutes and spreads are prohibited importation. No exchange permit required.

CHILE—Import license not required, but goods not appearing on a list of permitted imports are prohibited importation, except into free port of Arica and provinces of Magallanes, Aysen, and Chiloe. Prior registration of imports is required, and many goods are subject to prior import guarantee deposits at the time of registration. Deposit is returned 90 days after date of deposit. Imports on permitted list are subject to additional tax in addition to usual import duties, which ranges from 0.1 to 200% of the c.i.f. value. Imports must be entered at Chilean customs within 150 days from date of import registration. Payment for merchandise imports on the permitted list may be made at the official rate. Merchandise imports into Arica not on the official list of permitted imports or on list of essential products for Arica must be paid for at the free market rate. Exchange permit not required.

DOMINICAN REPUBLIC—Special import permits required for highway construction machinery, radio transmitting equipment, railroad spikes, firearms, milk and milk products, rice, fruits and vegetables, seeds, tubers, rendered pork fat, and confectionery and other edible products in which sugar or chocolate constitutes principal ingredient. Applications for foreign exchange require Central Bank approval.

JAMAICA—Import license not required except on small number of items. Foreign exchange automatically issued by commercial banks except for items requiring specific import license on which approval must be obtained from Exchange Control Authority.

NICARAGUA—Import license not required; for imports requiring prior deposit, import declaration must be accompanied by proof of prior deposit as part of application for foreign exchange.

SURINAM—Import license required on virtually all items, and possession of it guarantees access to foreign exchange.

TRINIDAD & TOBAGO—Import license not required on most items. Foreign exchange almost always obtainable, but application must be made to Ministry of Finance in connection with all commercial shipments.

URUGUAY—Import license not required. Almost all imports subject to surcharges of 20% of c.i.f. value, 60%, 100%, 150%, or 300%. Goods subject to 150% and 300% charges also require prior deposit of 200%. Prior deposits repayable after 9 or 12 months, depending on product, from date of registration with Bank of Republic, signifying intention to import. Size of surcharge depends upon essentiality of product. Exchange permit not required.

Not listed because of lack of space are certain countries whose regulations have not changed since the previous INTERNATIONAL COMMERCE round-up, including: Bolivia, British Colonies, Colombia, Costa Rica, Ecuador, El Salvador, Guatemala, Haiti, Honduras, Mexico, Netherlands Antilles, Panama, Paraguay, Peru, and Venezuela. For information on these, see INTERNATIONAL COMMERCE, Jan. 7, 1963, p. 11.

Moroccan optimism rising on prospects of record crops and tourist earnings

Chance for U.S. sales despite sharp drop in trade; new procedures for making purchases with AID loan funds

During the first quarter of 1963 the Moroccan economic outlook carried over the optimism which developed in the last months of 1962.

The disastrous floods of January and early February caused heavy damage in some areas, but the widespread, abundant rain which provoked these disasters meant a good crop year for Morocco as a whole.

Tourism became the most-talked-about project for Moroccan economic expansion and, as the country enjoyed a particularly good tourist season in the southern regions, several promising developments in the hotel and transportation fields were registered.

Labor troubles, manifestations against increased taxes, and the rising cost of living, however, somewhat checked this hopeful atmosphere.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Foreign trade

Exports for the first quarter rose 13% to $94 million (from $82 million last year), while imports remained about the same at $103 million. The improvement in the balance of trade improved the foreign exchange position.

Heavy dependence on export markets in France (39% in 1962) and other Common Market countries has lent growing importance to the question of Moroccan association with the EEC. It is clear that Morocco's "wait and see" policy has been abandoned and that the Government now envisages a more direct approach to possible association.

U.S. exports to Morocco dropped sharply in the first quarter of 1963, compared to the same period last year. The drop represents the effect of the dock workers strike and the comparatively smaller PL480 shipments to Morocco.

The $20 million supporting assistance loan extended to Morocco by AID will be used entirely for the purchase of U.S. goods and services in support of Morocco's economic development.

The procurement procedure has been changed from the use of a positive list to use of an ineligible list. Under this new system the loan funds can be used to purchase any commodity not specifically mentioned on AID's ineligible list, which includes a number of consumer items. This new procedure will also be applied to the approximately $12 million that still remains unused from the fiscal year 1962 Moroccan loan.

The Moroccan Government's policy on licensing imports other than AID-financed goods from the U.S. continues to be one of making foreign exchange generally available for capital goods imports but usually denying it for consumer goods.

U.S. opportunities

Export opportunities exist for the following American products: crude linseed, cotton seed and soybean oils; polycarbonate; hotel kitchen equipment; hotel telephone system; hotel plumbing fixtures; hotel water treatment equipment; hotel laundry equipment; central air conditioning equipment; heating and cooling by water circulation; rayon nylon; and tester thermometers for accuracy verification and calibrating of temperature indicators of airplane cylinders and carburetors.

There is marked optimism among the local population as a result of the expected record crop. Recent estimates of the 1963 cereals crop are as high as 3.5 million metric tons. This would be the largest harvest since the same-sized 1954 crop. This improved situation should increase local purchasing power, despite the fact that some of the crop, especially barley, will be stored by farmers against the return of lean, drought-ridden years.

Livestock production appears favorable, except for the winter lamb crop which suffered from the wet and cold weather. Surviving lambs, however, are well supplied with pasturage and should go into the dry season in excellent physical condition.

Economic policy

The Moroccan Government reached an agreement with French concessionary interests for the nationalization of the French-owned railroads and electric company. On the other hand, the Government emphasized the primary role of private enterprise in Morocco and the Government's intention to apply the rule of economic viability to future industrial development projects.

The King and his Ministers have indicated that a program of agrarian reform would be introduced before many months and that adequate measures would be taken to provide just compensation.

A series of merchants' strikes in March protested the imposition of heavier taxes. The matter appears to have been settled at the expense of projected tax receipts.

Mine strike

A major strike in the Zellidja lead and zinc mines stopped production during the latter half of the quarter and until May 3 when a settlement was reached. Under the agreement the unions received additional indemnities for discharged miners, while recognizing the company's right to lay off workers.

The mining industry in Morocco, with the exception of phosphate, has generally been depressed due to falling world prices and the need for increased operating efficiency. This agreement should help

open the way for more efficient operations.

In an effort to attract more tourists, who are already coming to Morocco in increasing numbers, several projects are underway. The Rabat-Hilton Hotel is under construction, and the German company Europa-Hotel, in agreement with the Moroccan state bank, *Caisse de Depots et de Gestion*, will build 5 hotels in various Moroccan cities. The first 2 reportedly are to be started this summer. Pan-American Airways, which opened its new weekly flight from New York to Rabat via Lisbon late in April, is also studying the possibility of hotel construction and management in Morocco. Nothing definite has been decided in this regard.

The Government is giving priority to developing tourism in the north, where it is the major industry. And in Tangier a "village de Vacances" is nearing completion and will be operated by a French group which has already booked its 400 beds for the summer. There was considerable talk of other projects during the quarter, the most definite being Maroc tourist's plans to construct a 130-room hotel at Nador and the expansion of the Tangier "village de Vacances" to 1,000 beds by 1965.

The tourist season in the southeastern, arid and warmer reaches of the country, including Marrakech, reportedly has been the best since independence. All hotels in the area have been booked solid since February, a development perhaps, spurred by the bad weather in Europe.

AID loan helps Tanganyika expand development center

A total of 13 buildings will be added to Tanganyika's Community Development Center at Tengeru as a result of a $250,000 Agency for International Development loan.

The loan will finance purchase of goods and services in the U.S. and the East African currency area, which also includes Kenya and Uganda.

In addition to its basic courses, the Tengeru center holds seminars for Community Development officials and local leaders, plus refresher courses to supplement regular training programs. AID has assisted Tanganyika in its Community Development activities by providing funds to bring Tanganyikans to the U.S. for training, to buy commodities, to finance district training centers for staff and village leaders, and by supplying 4 technical advisors, 2 of them working at Tengeru.

Mexican purchases of photo products down slightly

U.S. market share remains high; projector, camera sales down

Mexico's imports of photographic products took a slight downward turn in 1962. The U.S. share of the market remained practically the same as in 1961—67.2%.

Mexican purchases of all types of photographic equipment and supplies were valued at $11.5 million in 1962 and $12 million in 1961, according to official Mexican import figures.

West German shipments to Mexico dropped from 12.1% in 1961 to 10.5% in 1962, followed by Belgium with 8.7%.

Film, paper in demand

Sensitized photographic film, other than motion-picture film, became Mexico's leading photographic import item in 1962, valued at $2.8 million, slightly higher than the 1961 total of $2.7 million. U.S. exports to Mexico were valued at $2.2 million in 1962, an increase of 17.3%. Film shipments from Canada, Germany and Belgium declined.

Sensitized photographic paper imports increased from $2.2 million in 1961 to $2.7 million in 1962, or 25.2%. This was principally due to the substantial increase in U.S. exports which totaled $1.9 million, a gain of 31% over 1961. Germany, the other important supplier, furnished $499,952 in 1962, an increase of 8.5% compared with 1961.

Sensitized, unexposed, motion-picture film, formerly the leading import item, has been relegated to third place in 1962 with a value of $2.5 million, a decline of 11.2% from the 1961 total of $2.8 million. The principal supplier was the U.S. with $1.5 million, a 23.1% decrease compared with 1961. Belgian sales increased from $551,179 in 1961 to $719,094 in 1962.

Fewer projectors

Motion-picture projectors fell off 26.1% from the 1961 total of $1.3 million. Although the U.S. was the principal supplier with $730,628, this amount is 18.3% less than in 1961.

Still camera imports continued their downward trend totaling $846,930 in 1962, a drop of 28.2% from 1961. The U.S. supplied $409,147, West Germany $213,230, and Japan $136,077—decreases of 32.5%, 37.6% and 18.9%, respectively, from 1961.

Detailed statistics of Mexico's imports of photographic products for the years 1961 and 1962 are available from the Scientific, Photographic & Business Equipment Division, Business & Defense Services Administration, Department of Commerce, Washington 25, D.C.

2 U.S.-led groups submit low bids on Venezuelan dam

Four bids for the construction of the multi-million dollar Guri hydroelectric dam were opened May 31 disclosing that 2 American-led groups were well under bids submitted by the others—1 German/French and the other Italian.

The lowest bid (consisting of quotations for 8 sets of specifications) was submitted by Kaiser, Macco International, Tecon International, Merritt Chapman and Scott, Christiani and Nielsen (Venezuelan subsidiary of a Danish firm) and Technica Constructora (Venezuelan). It ranged from 331.5 million bolivars (with a dollar component of $43.5 million) to 334.3 million bolivars (dollar component $43.8 million).

Morrison Knudsen, Utah, Brown and Root, J. A. Jones, Zachry and Raymond submitted bids slightly higher. The other 2 bids were 100 million bolivars to 200 million bolivars higher. (one bolivar equals 22 cents)

The award will be made after Congressional approval for international financing is obtained, expectedly by the end of July. The dam project will provide at the first stage hydroelectric capacity of 1.7 million kw. and eventually 6 million kw.

Korea to buy $18 million in PL480 cotton, wheat

Agreement has been reached between the Governments of Korea and the U.S. on an amended program under Title I, Public Law 480, for the sale of 100,000 bales of cotton for the equivalent of $13.5 million in Korean currency, and 2.8 million bushels of wheat for the equivalent of $4.89 million. Estimated ocean transportation costs of $1.29 million are also included in the agreement.

The proceeds from this sale will be used for loans by the Agency for International Development to private U.S. and Korean business firms; for common defense; and for various other U.S. uses.

French auto industry rebounds vigorously from 1961 recession

U.S. sales hurt by tariffs, use taxes on larger autos; market for small passenger cars likely to keep growing

The French automobile industry bounced back vigorously in 1962 from the recession of the previous year. The industry set a production record, exports climbed, and sales on the home market rose sharply.

Production jumped to 1.5 million vehicles, 25% above the 1961 level. With present trends expected to continue, French production may reach 1.85 million vehicles by 1965.

All sections of the industry did not fare equally well during the year. Passenger car production was up 29%. For the very small cars (less than 500 cubic centimeter displacement), production doubled. Production of medium-sized cars (around one liter displacement), also advanced strongly. Larger passenger vehicles, on the average, held their 1961 positions.

Truck production was up about 6%, with light and extra heavy trucks advancing the most strongly. Bus output remained stable.

Domestic market growing

The French market for passenger cars continues to grow with the advancing French national income. There were 1,044,000 new car registrations in 1962, compared with 840,000 in 1961. Small vehicle registrations shot up 60%.

Export sales rose to 511,599 vehicles in 1962, an increase of 18% over 1961. France continued to export about one-third of its production.

Import record

Imports rose to a record level of about 120,000 vehicles, up from 86,000 the year before. Foreign producers increased their share of the French motor vehicle market in 1962, accounting for 12% of total new car registrations, compared with 10% in 1961. Imports have climbed very fast since the removal of quota restrictions on passenger vehicles in January, 1960.

Almost all of these imports came from other European producers, whose cars are particularly well-suited to French requirements. West German, English, and Italian makers dominate the French import market. They are expanding and strengthening their dealer networks, maintaining effective national advertising campaigns, and pricing their cars competitively.

The West German and Italian producers are, of course, helped by reductions in the French tariff rates applicable to imports from the countries belonging to the European Common Market. These rates have now been cut by 50% from 1958 levels and will be lowered by another 10% on July 1. Thus, the current French tariff on passenger cars imported from the Federal Republic of Germany and Italy is now only 15% whereas the tariff applied to such imports from third countries such as the U.S. is 27.6%.

The supplier-country shares of the French import market changed considerably between 1961 and 1962. The accompanying table gives percentage shares for 1961-62 for the countries exporting passenger automobiles to France.

	1961	1962
Federal Republic of Germany	44.5	43.2
United Kingdom	15.4	26.2
Italy	36.6	26.1
Netherlands	0.5	2.0
United States	2.3	1.7
Others	0.7	0.8
	100.0	100.0

Imports of American-built passenger cars amounting to 1,436 units in 1962, were almost the same as the 1961 figure. As the total French import market has expanded, however, the U.S. share has slipped. Sales of large American cars are still hampered by import tariffs and taxes, which raise the French delivered prices about 60% above factory-recommended list prices for sales in the U.S. They are also impeded by the high cost of gasoline in France and by a system of use taxes which heavily penalizes the operator of larger automobiles of the type produced in the U.S.

Subsidiaries compete

However, European subsidiaries of American automobile builders (Opel, Taunus, and G.M.; and Ford in England) are among the leaders in the French import market. Together with Mercedes-Benz, Fiat, and Volkswagen, they account for almost all foreign automobile sales in France, with the small balance being taken up for the most part by British makers.

The short-term outlook is for another record-breaking sales year in 1963. Sales of new passenger cars in France are expected to reach 1.11 million units in 1965 and 1.57 million by 1970. American automobile companies are in a very good position to enlarge their share of the growing French market through the sales of their European-made cars. These cars, designed specifically for the European market, offer low initial cost, low operating expense, and a favorable position with regard to French use taxes. However, more strident demands can be expected from French producers to regulate U.S. and other foreign investment in France.

Competition in the French market and the rest of the Common Market will probably get even keener. French and other European producers can be expected to make vigorous efforts to improve their marketing programs, strengthen their dealer networks and provide more advanced products. Mergers among the automobile producers are anticipated throughout the Common Market.

Because of the limitation of consumer buying power, the high cost of gasoline, and the structure of French automobile taxes, the types of automobiles sold in France are not likely to change, and the emphasis will probably remain on the small economy car. For this reason, sales possibilities for the large American-built cars are still limited.

World Bank power loan goes to El Salvador

The World Bank has loaned El Salvador the equivalent of $6 million for the further expansion of electric power in El Salvador.

Equipment purchases under the loan will be subject to international competitive bidding.

The total cost of the power project now being undertaken is estimated at the equivalent of $10 million.

The loan will finance the installation of an 18,000-kilowatt unit at the Guayabo "5th of November" plant, which will complete the power development at that site. It will also be used for the construction of a 25,000-kilowatt steam-electric generating plant at the port city of Acajutla and a transmission line to connect this station with Comision Ejecutiva Hydroelectrica del Rio Lempa's (CEL) main network.

Indonesia enacts anti-inflation measures; oil accord brightens commercial relations with U.S.

Good rice crop and imports may relieve chronic rice shortage; SIVA system scrapped; prices of key goods rose 400% in 2 years; exporters may retain 5% of foreign exchange to buy imports

The economic difficulties which plagued the Indonesian economy in 1962 have persisted in 1963, in most cases with increasing severity.

Although the Government has had some success in holding down deficit spending and the free market rate for the rupiah strengthened slightly in Djakarta in the second quarter of 1963, strong inflationary pressures persist and output continues to decline in non-agricultural industries.

The impact of the recent $17 million loan from the U.S. for raw materials and spare parts, supplemented by the promised allocation of some $23 million from the Government's own foreign exchange holdings has not yet been felt, and manufacturing industries are probably operating at or below the 25% of capacity estimated in January.

Basic problems continue to cloud the economic outlook. Production is static or declining for nearly all export commodities except petroleum. Transportation systems suffer seriously from lack of maintenance. Foreign exchange reserves, while increasing, are still at a very low level at a time when foreign exchange needs are high—partly to purchase long-deferred imports and partly to service a formidable foreign debt obligation.

Hopes raised

However, recent developments have raised hopes that Indonesia is preparing to solve its economic problems. On May 27 the Government made major changes in its trade and exchange control system, including a de-facto devaluation of the rupiah which it is hoped will stimulate exports, and enacted other measures as part of its long-overdue economic stabilization program.

On June 1, it reached agreement with the 3 foreign oil companies established in Indonesia (Caltex, Stanvac, and Shell) on terms for their continued operation, ending a dispute which had been going on for more than 2 years. This establishes the companies' tenure on a contractual basis for at least a 20-year period.

The principal (wet) rice crop now being harvested is considered good. It holds out the prospect that rice prices, which declined slightly in Djakarta during the first quarter of 1963, will decrease even further. Although the Government of Indonesia has adopted a less ambitious goal for its domestic rice purchase program this year, the price to be paid for Government purchases—the key factor in the pricing picture—has not yet been set.

In any case, the Government of Indonesia is planning rice imports of at least 1 million tons during 1963, mainly from Burma, Thailand, and the U.S., the latter under the PL 480 program. It remains to be seen whether the combination of imported and domestically procured rice, plus efforts to improve distribution, will enable the Government to improve its recent record in meeting commitments to supply subsidized rice outside Java.

The Government is presently meeting only about 50% of its commitments to estates in North and South Sumatra, even less to other recipients in Kalimantan. Rice shortages at subsidized prices have been a major factor in increasing the operating costs of many foreign firms in Indonesia which supply rice as fringe benefits and have had to purchase on the open market.

Prices of daily essentials rose by about 400% in the 2-year period 1961-1962. With the notable exception of rice, there has been no significant let-up in inflationary pressures in 1963. Indeed, rising prices of essential goods, plus the Government's apparent inability to provide extra passenger trains for the Moslem holidays, produced what many Indonesians described as the most austere Lebaran in the post-independence period.

The value of the rupiah on the open market continued to decline during the first quarter of 1963. From an average free-market rate of 972 rupiah to $1 during the first quarter of 1962, the value of the rupiah declined by 25% to an average of 1,220 rupiah to $1 in first quarter 1963. During the second quarter of 1963, however, there was a slight appreciation in the free-market rate—to 1,100 rupiah to $1 as of May 30.

New measures

At a special press conference held to discuss the new economic measures of May 27, Government officials pointed out that continuing inflation was considered Indonesia's most serious economic problem. Also, it has long been known that the overvaluation of the rupiah—at the official rate of rupiah 45 to $1—was a major deterrent to exports.

Prices on the domestic market for many important export commodities such as rubber, coffee and pepper, are often higher than those received in rupiah by the exporter at the present world market price converted at the official exchange rate. To overcome these price disparities exporters had been using various devices such as underinvoicing or direct smuggling.

While the rights to foreign exchange provided under the special exchange certificate or SIVA system were designed to provide incentives and facilitate exports,

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

the system did not make exporting sufficiently attractive to stop these practices and had other serious drawbacks.

Through the May 27 trade and foreign exchange reforms (INTERNATIONAL COMMERCE, June 24, 1963, p. 22) the Government hopes to revive production and trade in export goods by raising the effective exchange rate for exports to 315 rupiah per U.S. dollar, permitting the retention in foreign exchange of 5% of the f.o.b. value of exports for unrestricted use, and providing additional incentives through foreign exchange allocations which may be used to import specified groups of commodities.

The new regulations also simplified the import system and reduced the number of effective import rates. Through the changes the Government hopes to increase its revenue from imports.

With the new regulations the earlier SIVA system and the 10% tax on exports were abolished.

To relieve the inflationary pinch felt by civil servants, the May 27 economic measures provided increases in living allowances and set a minimum combined income (from basic salary, family allowances and general cost-of-living allowances) of not less than 750 rupiah per month. Also, for Government workers and their families, the Government has committed itself to supply rise at subsidized prices and hopes to allocate (also at subsidized prices) sugar, cooking oil, soap and kerosene.

Almost simultaneously with these regulations, the State Railway Office (DKA) announced that effective June 1 regular passenger fares and freight fares would be increased by 300% and express train fares by 500%. In similar moves, all becoming effective June 1, the Postal, Telephone and Telegraph Office has raised its domestic and foreign rates by 400%, electricity rates have been increased by 300% and air fares have been raised by an average of 600%.

Equally steep price hikes in other Government services are expected shortly. The hikes in rates were aimed at reducing deficits in the operations of Government enterprises.

Plans cut back

Development plans and activities have been cut back sharply because of Indonesia's economic difficulties. While there has been no public indication that the 8-year plan (1961-1968) is to be abandoned, there is a general recognition that delays and changes will be unavoidable. The goals set in the plan are being revised and some observers estimate it will be impossible to reach more than 40% to 50% of the original goals by 1969. Priority is being given to projects related directly to the production of food and textiles. The Government also continues to concentrate on fuller utilization of existing productive facilities rather than the development of new capacity.

U.S. prospects

The sale of U.S. products received a special stimulus from the $17 million AID loan signed on March 7. In addition, an American aircraft firm sold 3 Convair 990A jet aircraft to the Government of Indonesia for Garuda Airlines. The total cost of the planes, spare parts and service exceeds $20 million. The contract reportedly involves a loan to the Government by the firm concerned. It is also understood that the Indonesian Government has allocated more than $2 million for the purchase of U.S. equipment needed in 1963 for construction work on the Bali airport.

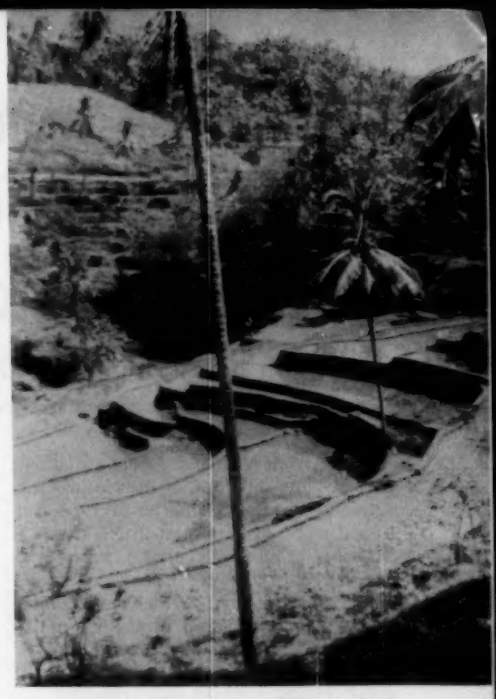
During the first quarter of 1963, opportunities for current sales were limited to transactions with the special exchange certificates (SIVA), although the SIVA market was inadequate to cover the entire import demand. With few exceptions, official exchange was allocated for top-priority rice, cotton, and fertilizers.

After the signing of the AID loan, Bank Indonesia announced that short-term foreign exchange loans for essential imports—accepted in moderate volume during the first half of 1962 and the first few months of 1963—would no longer be approved. Subsequent transactions will presumably be on the basis of routine acceptance financing, although the Bank's new position has not yet been put to a full test.

The new foreign exchange and import regulations may open up additional opportunities for U.S. sales through the retention by exporters of 5% of foreign exchange proceeds for luxury imports or other unrestricted use. For the most part, however, prospects for significantly increased sales of U.S. products appear to hinge largely on the implementation of the Government's economic stabilization program and the receipt of additional foreign aid.

Meanwhile Government policy will be to restrict imports to the barest essentials, but there will be exceptions. In early April, for example, the Government signed a contract with a Japanese firm to purchase 7,500 small passenger sedans —probably Indonesia's largest single motor car transaction. Financing, it is understood, was to be by means of SIVA's.

By far the most important development for the U.S. in 1963—vitally affecting U.S. financial interests in Indonesia and the climate for future foreign investment —was the satisfactory conclusion of negotiations between the Government and the established western oil companies. Accords were reached by the Government with Caltex-Indonesia (owned by Standard Oil of California and Texaco), with Stanvac-Indonesia (owned by Standard Oil of New Jersey), and with Shell Indonesia (an internationally-owned company with predominantly British and American capital).



PADDIES BAKE: Rice paddies gouged out of the side of an Indonesian hill. Indonesia's chronic rice shortage should lead to imports from U.S. in 1963.

Satisfactory terms were also reached on Indonesia's takeover of the companies' refineries (owned by Stanvac and Shell) and internal distribution and marketing facilities. Refining facilities may be taken over in 10 to 15 years; if the Government of Indonesia waits for the full period, the agreed rate of depreciation will reduce the payment to a very nominal figure.

It was agreed that the Indonesian Government may take over facilities for domestic distribution of oil products within 5 years upon payment of a specific amount in hard currency and interest on the unpaid balance. The amount to be paid was not disclosed.

The companies feel that they have gained much from the prospect of orderly operations in Indonesia and that the arrangements are equally useful and attractive to Indonesia. The agreement removes a major roadblock that has beset U.S.-Indonesian commercial relations in past years.

Costa Rican economy brisk, but fiscal situation 'critical'; tax proposed to offset 'fat profits'

Windstorm heavily damages United Fruit's banana crop; U.S. retained 47% share of import trade during 1962

Aside from normal seasonal variations, the pace and direction of the Costa Rican economy in the first quarter of 1963 continued to be brisker than usual, the U.S. Embassy in San Jose reports. Business in general was fairly good, and new industrial activity showed further development under the benefits and protection of the 1959 Industrial Encouragement Law.

Near the end of the quarter the United Fruit Company's Golfito Division reported a windstorm in the Palmar area which blew down approximately 777,000 banana plants. The company considers this serious since the previous estimate for anticipated damages during the whole year was 800,000 plants. From previous experience the most severe losses usually come in September. Gradual replacement of the old stock of "Gros Michel" with the mutation "Cocos" variety is expected to provide about 90% protection against damage from wind storms.

Volcano erupts

Beginning in mid-March, Irazu Volcano, located 20 miles from San Jose, began erupting volcanic ash that was carried by the wind to points as far as 100 miles away. In order to conserve forage, the Ministry of Agriculture and Livestock recommended slaughter of affected dairy animals in herds on the slopes of the volcano, where the ash deposits have been most serious. The ash fall was also affecting other agricultural activities.

The Government's fiscal situation remained a matter of major concern during the quarter, with no definitive solution in sight to the problem of balancing income with expenditures. Official figures released in February on the preliminary liquidation of the 1962 ordinary and extraordinary budgets showed a deficit of $7.4 million (48 million colones; 6.65 colones equal U.S. $1), but a later revision near the end of the quarter placed the deficit at $8.1 million (54 million colones).

Operations under the current 1963 ordinary budget showed a deficit of $3.2 million (21 million colones) during the first quarter, which is normally a period of relatively low receipts.

'Critical'

Speaking to the legislative assembly on March 11, Minister of Economy and Finance Hess described the Government of Costa Rica's fiscal situation as critical. He said that in order to close the anticipated gap between 1963 normal revenues and total requirements, there would be need for external credits, domestic bond issues, legislative amendments to reduce some of the Government's obligations, increased consumer taxes, and further measures to tighten up income and real estate taxes.

The Government of Costa Rica was current on its external obligations, with the exception of the French debt, but payments owed on the internal debt amounted to about $3.5 million by April 1. Arrangements were made for resuming payments on domestic bond issues by using part of a 5-year loan of $5 million negotiated with the Bank of America.

Loan projects

More than 20 additional loan projects totaling some $60 million were under active consideration for financing by U.S. and international agencies.

Domestic bank credit remained tight, with no prospect of an early change. Total holdings of international monetary reserves at the close of the quarter were $20.6 million, up from $15.2 million at the beginning of the year but 16% below the March 31, 1962 level. Drawings against the International Monetary Fund stand-by agreement were $4 million less, making the net reserves position virtually the same as it had been in March 1962.

Industrial activity was generally normal during the quarter. There was expansion of production in plastic containers, textiles, and plywood. The Ministry of Industries has continued its strong support for industrial diversification and import substitution and has improved and speeded up its capacity to investigate and process applications under the Industrial Encouragement Law.

During the quarter some of the projects approved under the Law were in kraft paper bags, plastic products, synthetic resins, wire springs, disinfectants, textiles, and a Coca Cola bottling plant relocation and expansion. New applications were received for such enterprises as a pressed wood plant, Land Rover car assembly, home refrigerators, fiber-board construction panels, sulphuric acid base fertilizer and mixing plant, and lightbulbs.

Excise tax proposed

Minister of Economy and Finance Hess has proposed an excise tax, to be borne by producers, on products from plants enjoying customs duty and income tax benefits under Industrial Encouragement Law contracts. The tax is designed to compensate for the resulting "fat profits" and renegotiation of special contracts granted prior to the existence of the Law to several foreign firms, among which United Fruit Company was specifically mentioned. A bill was submitted late in the quarter proposing major changes in the Industrial Encouragement Law, such as ranking applications in terms of contribution to Gross National Product, value added, saving of foreign exchange, and use of local labor and raw material; preference to 51% Costa Rican or Central American stock ownership; and greater protection to growing Costa Rican enterprises.

Petroleum refinery debated

The Refinadora Costarricence de Petroleo (Costa Rican Petroleum Refinery) contract was signed in November 1962 between the Government and the company, backed by Allied Chemical, for the construction and operation of a 5,000 barrel a day refinery in Limon. The Economic Affairs Committee of the Legislative Assembly had the contract under consideration throughout the quarter and issued a favorable majority report. A heated newspaper controversy ensued as the present gasoline distributors attacked monopoly and other aspects of the contract which they considered a threat to their existence in the country. The refinery promoters, as well as public figures and private individuals, counterattacked, charging "vertical trusts," "international oil monopolies," and "dumping."

Construction continued on a nitrogenous fertilizer plant at Puntarenas,

with production scheduled to begin in June.

Foreign trade figures for 1962 released during the quarter indicated an unfavorable balance of $28 million, compared to $25.4 million in 1961. Imports in 1962 totaled $113.5 million against $107.2 the previous year. U.S. share of imports during 1962 was approximately 47.2% or $52.6 million, as compared to 1961's $49.9 million.

List of products

A list of products to be free traded under the Tripartite Trade Agreement between Costa Rica, Panama, and Nicaragua was drawn up and went into effect on March 3. The Government of Costa Rica had ratified the agreement in June 1962. Although the list includes 100 products, many are subject to national quota controls. Copies of this list are obtainable through the Camara de Comercio de Costa Rica (Costa Rican Chamber of Commerce) in San Jose, upon payment of a fee of 5 Costa Rican colones (approximately 75 cents).

French economy recovers from severe winter

The unusually severe winter caused a great deal of damage to French agriculture, industry and commerce. However, indicators for April and May show that the country's basically healthy economy has begun to move forward again, although at a moderate pace.

March figures show that production fell, energy had to be imported at an increased rate, crops and livestock suffered substantially, and building starts dropped more than seasonally. The distribution system was also hampered, resulting in shortages and price rises.

Industrial production stood at 115 in March 1963 (1959=100), compared with 120.5 in March 1962. Wholesale prices reached 192.4 (1949=100), compared with 188.3, and the unofficial cost-of-living index climbed to 254.9, compared with 245.1 in March 1962 (1949=100).

At winter's end, the gap of imports over exports widened considerably. Imports in March 1963 were $633 million, exceeding exports by $96 million, whereas a year earlier exports of $525 million had exceeded imports by $11 million. The gap was even wider in France's trade with the U.S., with imports from the U.S. at $84 million ($74 million a year earlier) and exports to this country at $33 million ($45 million in March 1962).

U.S., USSR to exchange apparel study groups

The U.S. Department of Commerce announced today that final arrangements have been completed for a US-USSR exchange of 6-man technical delegations to study the apparel industry of the 2 countries. This exchange is part of the over-all 1962-63 US-USSR Exchange Agreement.

The U.S. delegation will be headed by H. R. Kaminsky, president, H. R. Kaminsky and Sons, Inc., Fitzgerald, Ga. Other members of the delegation are Andrew Arkin, president, The Arkin Organization, New York, N.Y.; Alexander Lerner, president, Phoenix Clothes, New York, N.Y.; Mrs. Ida Rosenthal, Chairman of the Board, Maidenform, Inc., New York, N.Y.; Carl Sharpe, president, Sharpe Manufacturing Co., Inc., Minneapolis, Minn.; and Mr. John W. Shepard, Director, Technical Data and Services Division, Bureau of International Commerce, U.S. Department of Commerce.

The U.S. delegation will arrive in Moscow July 7 and spend approximately 3 weeks studying the apparel industry throughout the USSR. The Soviet delegation will pay a 3-week return visit to the U.S. during October.

The exchange had been initially planned for the summer of 1962 but was postponed because a mutually satisfactory date could not be arranged.

Ethiopian cotton purchase provides loans to U.S. firms

The U.S. Department of Agriculture has announced an agreement with the Government of Ethiopia which provides for financing the sale of $908,000 worth (about 6,000 bales) of U.S. cotton. Payment will be made in Ethiopian dollars.

Sales will be made by private U.S. traders. Details of purchase authorizations will be announced when issued.

The agreement provides that 20% of the Ethiopian dollars received as payment for the cotton will be set aside for loans to U.S. and Ethiopian private enterprise. The loans will be made by the Agency for International Development (AID), Washington 25, D.C., and information regarding the loans may be obtained from that Agency.

Inquiries regarding this agreement may be directed to the Program Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. (Tel.: DU 8-6211 or DU 8-5433).

Proposed pipeline to connect Vienna with Adriatic port

Will lessen Austrian reliance on crude imports from Soviet bloc

The Austrian Oil Administration and a number of international oil companies operating in the Alpine nation have reached an agreement on the construction of a pipeline between Vienna and the Mediterranean.

The pipeline, for which the first blueprints have already been drawn, will assure a steady flow of crude oil for the refining center of Schwechat, outside Vienna, from a yet-to-be-determined port on the Adriatic Sea. The project was originally proposed by an Austrian study group in view of the country's strongly rising demand for all oil products.

Construction of a pipeline to transport crude oil from an Adriatic port to Vienna would enable Austria to buy crude oil at world market prices and thereby lessen the nation's dependence on the Soviet Union as a source of supply. Oil products now comprise nearly two-thirds of bulk shipments on the Danube.

Treaty agreements are now in effect for the shipments of 500,000 tons of Soviet crude oil to Austria through 1965, with other agreements for shipments from Bulgaria and Rumania either in force or under negotiation.

The line is a joint venture between the Austrian oil producer and British Petrol Benzin and Petroleum A.G. Aquila Austria, A.G., Esso Standard Austria A.G., Mobil Oil Austria A.G. and Shell Austria A.G., which will also share the construction costs. The pipeline to Austria has been developed as part of Europe's coordination plans.

ARGENTINA MAKES HER OWN

U.S. pharmaceutical firms with modern laboratories have large investments in Argentina, and the Montecatini (Italy) and Hoescht (West Germany) interests have built new plants recently.

More than 95% of the estimated $120 million worth of pharmaceutical specialties sold in Argentina in 1961 were domestically produced. The industry is protected by high import surcharges on finished pharmaceuticals (up to 150% of cost and freight) and lower surcharges (20-40%) on imported raw materials.

British firm and trader denied U.S. export rights

Suspected of shipping spare U.S. locomotive parts to Cuba

American, British and Canadian Spare Parts Company of London, England, also known as ABC Spare Parts Company, and its operator Joseph W. Kent have been denied temporarily all U.S. export privileges pending conclusion of an investigation to determine whether they are engaged in making illegal shipments of U.S. origin goods to Cuba.

The Commerce Department's Bureau of International Commerce stated that its investigation to date disclosed that ABC Spare Parts has been ordering and obtaining substantial quantities of U.S. spare parts for diesel locomotives from a number of U.S. companies and also has been shipping spare parts from England to Cuba. The firm was notified that on-shipment of U.S. goods to Cuba, without prior approval, is not permitted by the U.S. export control law.

The temporary denial order was entered to prevent the British firm from obtaining other U.S. goods for possible unlawful shipment. The order, which was issued June 18, is effective for 90 days and can be extended to protect the public interest until the Bureau's investigation and findings are completed.

The Bureau said that in May 1963, it directed the exporting carrier to return to the U.S. a shipment of locomotive spares valued at $24,000, bought by ABC Spare Parts and then en route to England. When the shipment arrived back in New York it was seized by U.S. Customs. The Bureau's investigation had disclosed that the locomotives for which the parts were intended had been sold and exported from the U.S. some years ago to Cuban railroads.

The denial order prohibits ABC Spare Parts, Kent, and another London company, J. W. Kent (Foreign Trade) Ltd., also controlled by Kent, and all other persons and firms related to them in the conduct of trade, from ordering, buying, receiving, or disposing of any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data.

It further states that no other person or firm may deal in any respect with them or on their behalf with respect to such goods; to do so would subject such parties to a similar denial of U.S. export privileges.

39 states share May's $25 million in orders thru AID program

Yearly total passes $115 million; 9 states top million mark in May

Foreign-aid financed orders totaling $26 million were received by U.S. firms in 39 states during May, according to the Agency for International Development.

The tabulation of foreign aid orders in May indicates that firms in Alaska, Idaho and New Hampshire received orders for the first time in 1963, bringing to 46 the number of states which have produced materials since January for shipment abroad under the economic assistance program. The cumulative total of U.S. production orders during the first 5 months of 1963 is $115.7 million including $25.9 million recorded in May.

Nine states had totals of more than $1 million in May: New York, $3.6 million; Pennsylvania, $3.1 million; Maryland, $2.4 million; Texas, $2 million; Illinois, $1.9 million; Ohio, $1.6 million; Washington, $1.6 million; New Jersey, $1.3 million and Indiana, $1 million.

Figures represent foreign purchases of materials and equipment for economic development abroad which are financed under AID-administered loan and grant programs. The transactions take place generally in normal commercial channels and are traced to states of production by AID.

About 75% of all AID-financed orders are placed with U.S. firms as a result of purchase source restrictions. AID officials point out that the full dollar volume of U.S. business financed by the economic aid program is greater than the state-by-state tabulation which is confined to bank reports of letter-of-credit transactions over $10,000 and procurement directly traceable to states of production.

U.S. goods, services will help Israel expand power plant

Haifa plant to meet growing need in northern area of country

A power plant in Israel's Mediterranean port city of Haifa will be expanded with U.S. assistance to meet an expected power deficit in the northern area of the country, the Agency for International Development announced today.

Two 125-megawatt turbo-generator units will be added to the existing 150-megawatt power station and transmission lines will be extended. Additional requirements are anticipated, particularly along the Mediterranean coast.

Total costs of the project are estimated at $43.5 million of which $17 million will be provided by a 20-year AID loan.

The U.S. loan will provide for a complete turbo-generator unit, engineering services, spare parts and materials to extend transmission lines, as well as shipping. All these goods and services will be obtained in the U.S.

The second generator, costing $11 million, will be financed from other sources. The equivalent of $15.5 million in local currency costs of the project will be financed by Israel.

A qualified U.S. consulting engineering firm will be retained to prepare designs, specifications and bidder lists, as well as to supervise plant construction and assist in training and start-up operations. The first generator unit is expected to be installed in three years.

Wire rod imports of 3 nations found not harmful to U.S.

The U.S. Tariff Commission has unanimously determined that U.S. industries are not being injured, or prevented from being established, by the importation of hot-rolled carbon steel wire rods from Belgium, Germany and Luxembourg at less than fair value.

The Commission had instituted separate investigations in March and April, after being notified by the Treasury Department that these rods were being imported from the 3 countries at less than fair value.

Coated fabric duties hiked by Canada; sales tax applies to many more items

Canada's latest tariff changes—embodied in the budget presented to Parliament on June 13—are concentrated in the textile schedule, with greatest impact on coated textile material; the budget also calls for a sales tax on a wide range of domestic and imported products previously exempt.

Duties on broadwoven lightly-coated synthetic fabrics were advanced from 35% ad valorem to 30% plus 20¢ per pound. Lightly-coated knitted cotton rose from 25 to 35%, and lightly-coated impregnated woven fabrics of wool or hair from 27½ to 27½% plus 38¢ per pound. The duty on caps, bonnets and berets was raised from 27½ to 30%.

Cuts

To compensate the United States and other GATT (General Agreement on Tariffs and Trade) countries for duty increases which affected GATT-bound rates, Canada reduced duties from 35 to 32½% on heavily-coated woven or knitted synthetic fabrics and from 35 to 27½% on lightly-coated fabrics with cut pile.

The budget also reduced the tariff on lightly-coated or impregnated bleached and unbleached cotton from 25 to 22½% and cut the duty on batts, batting and wadding of any textile material from 20 to 17½%. Woven narrow cotton or vegetable-fibre fabrics were reduced from 25 to 22½%. The 22½% plus 3¢-per-pound duty on woven flax or hemp fabrics was reduced to 22½% and the duty on bags of hemp, linen or jute dropped from 17½ to 15%. A reduction from 35 to 22½% was made in the duty on shoe masks, crinolines, millinery nettings, veilings and cape nets.

Compensatory duty reductions also include the complete elimination of the 22½% duty on aluminum sluice-type devices for controlling water in farm irrigation ditches, and the binding against further increase of the free rate on haystack forms and stack heaters for orchards. Duties on photographic dry plates were reduced from 15 to 12½% and on motorcycles with engine capacity of 250 cc. or less and sidecars and parts from 17½ to 12½%. Accordions, previously dutiable at 5%, now may enter at 2½%.

Emergency reductions of June 25, 1962, in the duty-free entry allowance for Canadians returning from foreign countries will be continued by statute. Canadians returning from countries within continental North America will continue to be restricted to $25 duty-free entry every 4 months; there is an additional $75 annual exemption for travelers returning from beyond the continental limits. The privileges before June 25, 1962 amounted to $100 every 4 months plus an additional $200 annual exemption for persons returning from overseas.

Sales tax

The budget also considerably narrowed the list of commodities exempted from the general 11% sales tax on both Canadian and imported goods. Important among products no longer exempted are machinery and apparatus for manufacture or production. Production machinery and equipment employed in fishing and agriculture will remain exempt.

Exemption has also been withdrawn from building materials; pipes or tubes of iron or steel commonly known as "oil-country goods"; drill pipe and materials used for their manufacture; logging equipment; sugar-refinery equipment; geophysical surveying and other precision instruments for prospecting, exploring and developing petroleum, natural gas, minerals, and water.

The sales-tax exemption will no longer apply to fire brick, plastic refractories, high-temperature cement, fire clay and other refractory materials; creosote oil and other wood preservatives used for treating timber, poles, or lumber; railway ties; and goods, articles, and materials used exclusively as part of sewerage and drainage systems or in manufacturing such goods. The exemption remains, however, for goods, articles, and materials used in municipally-owned sewerage or drainage systems or in manufacturing such goods.

FRANCE: RAIL RATES

The French National Railway recently increased passenger rates by 11.76% and freight rates by 3.75%. The Railway suffered a $60 million loss in 1962.

Argentina moves to catch up with salaries backlog

Debt-cancellation documents to be used to reduce accounts

Argentina's new Minister of Economy, Martinez de Hoz, recently announced moves to combat the country's recession without any undue repercussions in the foreign-exchange market. According to the U.S. Embassy in Buenos Aires, these moves include plans for the Treasury to make payments owed to civil servants and pensioners at an accelerated rate during the next 5 months, as well as to reduce overdue accounts to Government suppliers.

The business recession dates from mid-1962 (although there have been some recent signs of improvement), and commercial credit availabilities have been very short. The fact that the Government has not paid its suppliers and employees has aggravated the situation.

Schedule

The Minister released a schedule of payments to be made each month which should eliminate all backlog of salaries and pensions by the end of October, with May salaries to be paid before June 17 and June salaries to be paid in the week following the July 7 elections.

In a plan to reduce gradually overdue accounts to suppliers, debt-cancellation documents will be issued by the Government. One-fourth of these documents will be valid only for tax payments; another one-fourth will be valid only for cancellation of debts due to official banks and taxes; one-half of the documents will be retired by cash payment on a regular schedule through the next 12 months.

Bond sales

The Government plans to finance these payments with funds to become available from bond sales to the banks under a plan put into effect on May 21. This established an additional cash reserve requirement for bank of 30% of the increase in sight-deposits and 20% of the increase in time-deposits after April 30. Bank reserve requirements on these deposits had recently averaged 32% and 11%.

respectively. In addition, one-third of all the commercial bank funds available for lending but unlent as of April 30 were frozen.

Banks may hold these separated portions of reserves in frozen non-earning accounts in the Central Bank or make them available to the National Treasury in exchange for 10% National Bank Investment Bonds. These bonds, redeemable by May 31, 1964, may be traded between banks, but will not be offered to the public.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Korea for foreign equity investment rather than loan-backed projects

Korea has decided to favor private-sector industrial projects calling for foreign equity investment over those which require foreign loans, Yong Suk Won, Economic Planning Board chairman, has announced. The Government will also give preference to projects repaying interest and principle without state financial aid and those producing exportable products.

Chairman Won reported that the Government has so far approved 31 industrial projects calling for a total of $219 million in foreign loans, and that Government payment-guarantees for the loans will be on a year-by-year basis. He said the Board has on hand applications for Government approval of 42 industrial projects requiring $113.4 million.

Screening

In connection with pending loan applications, the Board later announced immediately applicable screening procedures for foreign-loan projects. After preliminary screening by the Board's Bureau of Economic Cooperation, the Board's industrial bureaus check the applications against established criteria, refer them to the loan-screening subcommittee and appropriate ministries, and finally to the Board's Foreign Investment Promotion Committee.

Goal

These steps have been taken to improve the investment climate and promote new industrial activities in the face of prevailing business and political uncertainties.

Earlier, the Foreign Investment Information Center had announced that foreign capital introduced under private sponsorship totaled $65 million for 25 different projects, but most of the sum represented loans rather than equity participation.

Algeria creating development fund for private sector

Assembly action sets up body to act as major credit tool

Algeria's National Assembly has passed a law establishing a Development Fund (*Caisse Algerienne de Developpement*) which will apparently be the principal credit instrument in Algeria, according to the U.S. Embassy in Algiers.

The principal objective will be to finance business enterprises—industrial, commercial, and financial—by means of credits and loans. The Fund will apparently not finance infrastructure projects. These will be carried out by the various Government ministries. However, the distinction between business enterprises and infrastructure projects may at times be difficult to discern. The Fund will also be an instrument of monetary policy, including credit control.

Private sector

The Government took the step in order to create an institution which could insure the objectives of Algeria's plan in the private business sector, while public authorities were insuring it in the public sector.

The Fund will serve principally to secure the existence in various economic sectors and geographic regions of enterprises necessary to the country's investment and production objectives.

While medium and long-term credits will be the primary instruments, and short-term credits will ordinarily be left to the commercial banks, the Fund may enter this field if necessary to achieve the planning objectives. It may also act as guarantor of short-term credits and facilitate, even at short-term, the importation and installation of equipment where the usual channels of financing are lacking.

The Fund can act as the distributive organ for credits granted by the State or by foreign and international financial institutions or administrations.

Morocco extends incentive for private investment

Morocco has extended to Dec. 31, 1963, the period during which projects submitted to the Investment Commission may be considered for payment of the investment bonus, and to Dec. 31, 1966, the deadline for completing approved investments.

According to the U.S. Embassy in Rabat, the extensions were made under Decree No. 1-62-315 (*Official Bulletin*, Mar. 25, 1963), modifying the Investment Law of Dec. 31, 1960 (World Trade Information Service, Part 1, Nos. 61-59 and 61-78).

The bonus, a direct monetary payment by the Government, is determined by the Minister of Finance on the basis of the economic and social importance of the proposed investment. The bonus rate can be as great as 20% of the amount of a company's expenditure in the Province of Tangier or 15% in the rest of Morocco.

Norway to lift curbs on coffee imports in fall

Coffee importation into Norway will be completely liberalized on Nov. 15, 1963, the U.S. Embassy in Oslo reports.

Restrictions on coffee imports have been maintained to help Brazil finance her 40-million-crown ($5,640,000) debt after termination of the Norway-Brazil bilateral trade agreement about two years ago.

In recent years, coffee imports from Brazil have amounted to between 72 and 78% of total coffee imports (31,000 metric tons in 1962), 25% of which were in payment of the debt.

Chemicals, zippers, varied equipment wanted by 19 overseas companies

Manufacturers from Sweden to Australia also interested in arrangements for U.S. metal products, tools and instruments

Nineteen European or Australian firms seek U.S. technical know-how in the following manufacturing activities: air-conditioning equipment, chemicals, controlling and measuring instruments, electrical equipment, expansion joints, fabricated metal products, varied types of industrial machinery and equipment, office equipment and machinery, welding equipment and zippers.

Air-conditioning equipment

England. Manufacturer of pumps and general welded fabrications wants license to produce commercial and industrial air conditioners. Goodenough Engineering Group, 112 Jermyn St., London, SW 1.

Automotive equipment

Netherlands. License sought for the manufacture of automotive hydraulic equipment, shock absorbers and clutch equipment. Technische Industrieen Handelmaatschappij ASI N.V., 1-13 Nijverheidswerf, Bussum.

Chemicals

England. Firm capable of distillation, extraction, alkylation, de-alkylation and resin manufacturing processes seeks license to produce chemicals in the fields of petrochemicals, organic chemicals, natural products, resins, resin-intermediates, pharmaceutical intermediates and plasticizers. Midland Tar Distillers, Ltd., Oldbury, Staffordshire.

Controlling, measuring instruments

England. License sought for production of instrumentation for use by the brewery, coal, chemical, petrochemical, textile, paper, sugar and iron and steel industries. John Watson & Smith, Ltd., 23 Cliff Rd., Hyde Park, Leeds. 6.

Manufacturer of turbine-type flowmeters wants license to make temperature, pressure, density, liquid level and viscosity indicating, recording and controlling instruments. Commercial Products Div., De Havilland Aircraft Co., Ltd., Wilbury Way, Hitchin, Hertfordshire.

Electrical equipment

England. Electrical engineering and manufacturing firm seeks license to make relays, fuses and switches. Newton Bros. (Derby) Ltd., Alfreton Rd., Derby.

License sought for the production of marine electronic equipment, oceanographic survey equipment, radar reflectors and ceramic microphones by manufacturer offering licenses for U.S. production of meteorological radar reflectors and instruments, sonar and sonar equipment, underwater navigational equipment and heated clothing. Vacuum Reflex, Ltd., 6 Soho St., London W. 1.

Expansion joints

Australia. Seeks new methods of making and sealing expansion joints in concrete payments. Ditchcraft Pty., Ltd., 579 Sydney Rd., Seaforth N.S.W.

Fabricated metal products

Netherlands. License sought for the manufacture of all kinds of steel construction and machine parts. C. G. Akkermans N.V., 53 Blockmekerstraat, Made.

Northern Ireland. Metal products manufacturer seeks license to make such products as valves, couplings and pipe fittings. BMC Metal Products, Ltd., Clady Works, Dunadry, Co., Antrim.

Industrial machinery equipment

England. Manufacturer of fabricated and mechanical equipment seeks license to make electric steam-cleaning equipment for use in automotive, agricultural and engineering industries. Cocksedge & Co., Ltd., 46 Westbury Rd., Ipswich, Suffolk.

License sought for the production of mechanical power-transmission equipment by manufacturer of industrial clutches, couplings, texrope drives and variable speed drives. Frank Wigglesworth & Co., Ltd., Clutch Works, Shipley, Yorkshire.

Manufacturer of small tools seeks license to make light engineering equipment complimentary to heavy-duty end mills, machine reamers, milling cutters, driving centers for copying and central lathes, and shaper and planer tools. Qualcut Tools, Ltd., Handsworth Rd., Sheffield, 13.

License sought for the manufacture of chemical equipment for evaporation, crystallization, and drying acid-handling processes, together with flash-cooling and acid-resistant heat exchangers, processing equipment for use in petroleum industries, and equipment for reforming of petroleum products including low-pressure gas into city gas with calorific value of 450 b.t.u. per cu. ft., together with coolers and scrubbers. Horseley-Piggott (Process Engineers) Ltd., P.O. Box 5, Tipton, Staffordshire.

License to manufacture foundry equipment, other than sand mixers, transmission equipment and packaging machinery, is sought by a foundry firm. Richards Structural Steel Co., Ltd., Phoenix Iron Works, Leicester.

Scotland. License wanted for production of web offset and lithograph printing machinery. Yarrow & Co., Ltd., Scotstoun, Glasgow W. 4.

Office equipment

Sweden. Office machinery and furniture manufacturer seeks license to make all kinds of U.S. office furniture such as desks, cabinets and chairs, as well as machines such as typewriters, adding machines and data-processing machines. AB Atvidabergs Industrier, Atvidaberg.

Welding equipment

France. Manufacturer of mining and coke-oven equipment seeks license to make hand-operated and motor-driven welding positioners. Soc. J. Sabes & Cie, 30 rue Henri-Durre, Raismes (Nord).

Zippers

Sweden. Manufacturer of zippers and hook-and-eye fasteners seeks license to make zippers. J. T. Bruhb AB, Hannebergsgatan 24, P.O.B. 7, Solna 1.

Thai tool industry potential seen

Pilot project offers attractive opening for U.S. investors

In Thailand, the manufacture of farm and artisan-type hand tools and power-drawn farm implements rank among the more attractive opportunities for private investment in the metalworking industries. This was initially pointed out in the September 24, 1962 issue of INTERNATIONAL COMMERCE, page 22.

A recently released feasibility study "Manufacturing Hand Tools in Thailand," completed by EBASCO for the Agency for International Development, appears to substantiate this appraisal.

The study indicates that a small, basically-equipped, modern forging shop is technically and economically possible in Thailand. In addition, this new industry would offer profitable opportunities for private investment. Specific products considered in the analysis would be drop-forged, heat-treated, medium and high-carbon steels of standard quality, finish and appearance.

To obtain a copy of the EBASCO feasibility study on a loan basis, write to the Office of International Investment—File 3-3423-4, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

European companies seek U.S. licensees

Cited are electronic instruments, suntan and beauty preparations, and binding, collating and biaxial centrifuging machines

Four firms in Switzerland and England are offering manufacturing licenses to interested firms in the U.S. The Swiss products include bookbinding and paper-collating machinery, as well as suntan and beauty preparations.

The English firms offer their recording and controlling instruments and biaxial centrifuging casting and lining machine for U.S. production under license.

Additional information and the names and addresses of these European manufacturers may be obtained from the Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., by referring to the appropriate file number following each opportunity.

Binding, collating machines. A Swiss manufacturer of graphic machinery seeks a U.S. licensee. The machinery offered includes several machines for the threadless binding of books in loose covers, timetables and catalogs, together with automated equipment to assemble sections and single sheets.

The paper collator can be used with 8 to 25 stations depending upon the width of the paper and can be changed over within minutes from wider to narrower format size. After putting the sections or sheets into hoppers, the lowest sheet or section will be removed by rubber suckers and then taken over by pneumatically-operated pincers and deposited on the collating conveyor belt. The output is then piled in correct sequence at the end of the belt—at a rate of 1,500 sets or books an hour.

The advantages the Swiss firm claims for the binding machinery include: large output with little manual help, small space required, no manual work other than pushing in and taking off the books, unlimited size above 2″ by 2″ and accommodation for thicknesses from 3/16″ to 2 and 5/16″. In addition, the machinery offers a simple operation with very quick setting for different thicknesses. *File 1101.*

Suntan, beauty preparations. Another Swiss firm offers a license for the U.S. production of its beauty preparations, depilatory cream and suntan preparations.

The beauty preparations include a beauty milk, tissue oil, tonic, cucumber milk, nourishing cream, multivitamin cream, anti-wrinkle cream, moisture cream, 2 different daytime preparations and acne protection. These creams are prepared for normal, dry and oily skin. The manufacturer says that its suntan lotions are most effective against sunburn and can be used for sensitive skins. *File 1102.*

Electronic instruments. An English manufacturer is interested in licensing a U.S. firm to make its entire line of industrial electronic instruments for recording and controlling.

These instruments include temperature indicator and control instruments, level control and indication, voltage recorders, instruments for measuring and controlling pressure, process-control devices and instruments for the textile industry. *File 1103.*

Biaxial centrifuging machine. A second English offer of a manufacturing license consists of a biaxial centrifuging machine which is claimed to be a novel extension to the principle of centrifugal casting to 2-plane spinning. The licensor reports that this technique offers many interesting possibilities.

One important feature of the machine is the production of hollow-center grinding and crushing balls of the type used in many pulverizing mills. Another application is the weldless lining or coating of enclosed vessels with various materials. *File 1104.*

Manufacture of bitters proposed in Venezuela

A Venezuelan exporter of tobacco, sugar and shrimp wants to manufacture bitters, on a joint-venture basis, using locally available raw materials as well as an old and exclusive formula owned by the firm.

Write to Exportadora Terramar, S.N.C., Edificio Lucerna, Oficina 62, Ave. San Martin, Chacao, Venezuela.

Paste, cardboard container output sought in Argentina

An Argentinian manufacturer of corrugated paper and cardboard containers is interested in a licensing arrangement. The firm wants to manufacture dry-pack cellulose paste, bottle containers and separators for fruit and egg boxes.

Write to Zucamor S.A. Industrial, Comercial, Financiera e Inmobiliaria, Ave. Velez Sarsfield 1088, Buenos Aires.

German fair opens door for U.S. business firms

7 licensing opportunities cite industry products—equipment, instruments

During the General Industries Fair held in Hannover, April 28 to May 5, a number of German firms expressed interest in making various U.S. products. These 7 firms want to manufacture clamping tools, construction and road-building equipment, thermostats, electronic measuring/controlling equipment, sheetmetal products, pumps, dies and presses.

Clamping tools. Weapons manufacturer seeks license to produce clamping tools.

Write to Erma-Werke GmbH, Johann Ziegler Str. 13-15, Dachau.

Construction equipment. A cross-licensing arrangement involving the production of cranes and other construction equipment is sought by a manufacturer of construction machinery. IBAG Internationale Baumaschinen AG, 28 Wiesenstr., 673 Neustad/Weinstr.

Manufacturer of track-laying equipment and machine tools seeks license to make roadbuilding equipment, such as pavers, asphalt-laying equipment and similar machinery. Robel & Co., 210 Thalkirchner Str., Munich 25.

Controlling, measuring instruments. Water-heating equipment manufacturer seeks cross-licensing arrangement offering his products for U.S. production and in turn would like to make thermostats and other equipment. Zentra Apparatebau, Albert Buerkle, Schoenaich b/Stuttgart (Baden-Wuertt.).

Manufacturer of amplifiers and hydro-electronic measuring instruments seeks license to make electronic measuring and controlling equipment. Dynatronic, 2 Siemensstr., Straubing/Bavaria.

Varied industrial equipment. License sought for sheetmetal working production—such as water-treatment and air-purifying plants, conveying systems, feeding systems for assembly lines, street-sweeping machines and small, mobile asphalt-distributing machines. Peter Marx Co., Industriegebiet, Langenlonsheir Kreis, Bad Kreuznach.

Machinery manufacturer seeks license to produce pumps, dies and presses. Fischer-Brodbeck GmbH, Hassmersheim/Baden.

Several European manufacturers seek U.S. licenses

Desired products include pumps, paints and pressure vessels

These manufacturers are interested in producing U.S. paints, metal parts, pressure vessels, civil engineering equipment, pumps, and condenser winding machines.

✔ Manufacturer of special varnishes for the irons and steel industry seeks license to make **special paints for industrial use.** Miroudur, S.r.l., Industria Vernici, Via Augusto Armellini 131, Rome.

✔ License sought for the production of **pressure vessels, steam boilers, heat exchangers** and other heavy duty equipment for use in petrochemical industries. Joseph Adamson & Co. Ltd., P.O. Box 4, Hyde, Chesire.

✔ The parent company of a group of 50 companies in England and Wales seeks licensing arrangement to make a full range of attachments and **auxiliary equipment for civil engineering** contractors. Rubery Owen & Co. Ltd., Darlaston, Staffordshire.

✔ License sought to make **medium-sized pumps** by manufacturer capable of undertaking vertical boring up to 7 feet in diameter and horizontal boring of castings up to approximately 5'x5'x8' with a weight of individual castings up to about 3 tons. Smith's (Harlow) Ltd., The Pinnacles, Western Industrial Estate, Harlow, Essex.

✔ Manufacturer of coil winding and other special machinery for the electrical, radio, and cable industries seeks a license to make **condenser winding machines** for the radio industry. Blume & Redcker, GmbH, Rotermundstrasse 28, Hannover.

Iron foundry in Mexico asks auto parts manufacture

An established Mexican firm which operates a ductile iron foundry and manufacturs fittings, drainage gates and check valves for water systems, is seeking a U.S. license for the production of crank and cam shafts, brake drums, gear boxes and transmission housings.

The management may also consider U.S. equity participation up to 30%.

For the past 4 years, the Mexican firm has been making ductile steel under a licensing arrangement with the International Nickel Co. of the United States.

Write to Fundicion La Mexicana, S.A., Aptdo. Postal 30460, Calle 16 #228, San Pedro de Los Pinos, Mexico, D.F., Mexico.

N.Y. tape measure maker enters joint Indian venture

Justus Roe & Sons, Inc., of Patchogue, N.Y., one of the oldest producers of steel measuring tapes in the U.S., will manufacture their principal products in India, in association with 2 well-known Bombay firms.

The triangular joint venture, operating under the name of Lal Roe Measuring Tools (Private) Limited, will build Asia's largest, and India's first, plant to manufacture tape measures. It will be built outside Thana, near Bombay.

The plant will have an initial production capacity of 2.6 million steel tape measures per year and will eventually be equipped to produce woven metallic and woven non-metallic tapes as well.

Mexican auto part maker wants U.S. know-how, tools

A small Mexican manufacturer of automobile parts and hand tools wishes to obtain a U.S. license and technical know-how for the manufacture of twist drills, bits, reams, taps and dies. The firm reportedly has sufficient capital for expansion but will require technical assistance and equipment in exchange for which it is willing to permit equity participation of the U.S. investor.

Write Auxiliar Automoritz, Apartado Postal 32, Pirol, Ave. Juarez S/N, Hidalgo, Mexico.

Chilean firm wants to make office supplies, plastics

A U.S. license for the production of stationery supplies and plastic articles is sought by a Chilean manufacturer of pencils.

Write to Fabrica de Lapices S.A.C., 72 Amunategui, Casilla 1319, Santiago, Chile.

ECUADOR'S FIRST

Ecuador's first tire plant, owned by Ecuadorian Rubber Company and a U.S. rubber company, which also provides technical assistance, built its first tire in December 1962. Planned production for 1963 is 60,000 tires.

German, Dutch firms offer know-how to U.S. producers

Will furnish data on making hair-dressing items, ignition systems and rheumatism remedy

A German manufacturer offers a license for the U.S. production of its hair-dressing articles and equipment and 2 Netherlands firms seek American licensees to make an anti-rheumatism product and ignition systems. Additional information on these products and the name and address of each firm may be obtained by interested U.S. manufacturers from the Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington 25, D.C. Please refer to the file number following each licensing offer.

The German firm is interested in negotiating with American manufacturers for the U.S. production under license of the following products: styling curlers made of plastic; permanent waving compounds (chemical preparation); shampoos, creams, sprays, tonics, conditioners, and generators for the hair; electrical hair dryers with 4 wheel pedestal and jointed swivel arms. File 1098.

An American licensee is sought for production of an anti-rheumatism product called Reumedicon which has resulted from 10 years of research and development. The product is reported to be recognized by the Dutch medical profession and sold by 2 large pharmaceutical companies in the Netherlands. File 1099.

For gas, oil burners

The developer of a low voltage ignition systems offers a license to an American manufacturer for producing systems for gas and oil burners, the petro-chemical industry, and gas engines. Systems include specially designed low tension spark plugs for oil and gas burning equipment and for use in the petro-chemical industry which are claimed to be unaffected by deposits, high pressure, or grounding. These ignition systems all have the same principle of discharging a charged condenser over a surface discharge gap. This special combination is reported to give these systems a great advantage over others. File 1100.

Gas appliances, equipment wanted by Japanese firm

The Tokyo Gas Co., Ltd., 3 Yaesu 1-chome, Chuo-ku, Tokyo, Japan, wishes to import gas air conditioners, gas wall heaters, gas dryers, and gas incinerators.

Mr. Karunari Yoshida, Chief of the Gas Appliances Section of the above firm, would like to obtain catalogues, price lists, and other reference materials. Importation of the equipment and appliances will be transacted on a L/C basis by a trading firm to be designated by Tokyo Gas Co.

The household window type air conditioners requiring no exhaust pipe installation are to use gas for heating with capacity of 4,000-8,000 kcal/hour and electricity for cooling with capacity of 2,500-5,000 kcal/hour. Domestic heaters installed at windows or walls and requiring no exhaust pipe installation are to have 5,000-10,000 kcal/hour capacity. The driers for household use must be small sized while those required for commercial use are the coin meter type. Small size household incinerators as well as medium and large size commercial incinerators are sought.

The city gas is manufactured gas blended partly with natural gas. It has calorific value of 5,000 kcal/cu. m., 0.68 specific gravity, and contains Co_2 10%, CmHn 9%, 02 -2%, Co 7%, H_2 24%, CH_4 25%, N_2 23%. The frequency of electric power available in Tokyo is 50 cycles.

Interested U.S. firms are to contact Mr. Yoshida direct. A WTD dated 8/8/60 on Tokyo Gas is available from Commercial Intelligence Division, Rm. 1830B, Department of Commerce, Washington 25, D.C.

Morocco plans construction of water reservoir

The Directeur General de la Regie Autonome des Distributions d'Eau et d'Electricite, Boite Postale 88, Casablanca, Morocco, invites bids for the construction of a water reservoir of 25,000 cu. m. capacity.

Bid deadline is September 6. Correspondence is preferred in French.

Tender conditions and specifications in French can be obtained from the above agency for 25 dirhams, (approx. $US 5.00).

Nigeria to ask tenders for hydro-electric project

Tender documents covering item kf1 for the supply and erection of four turbines, with the option to acquire two additional turbines, to be installed in the Kainji hydro-electric development on the River Niger, will be available shortly.

Each turbine to be rated at 110,000 bhp., under 97 ft. head, at 115.4 rpm., shall be of the adjustable blade propeller type, complete with steel spiral casings and actuator type governors.

Invitations to bid will be sent only to those companies who submit evidence of their technical and financial standing and provide proof that equipment of comparable output and size manufactured by them is in satisfactory commercial operation.

Prospective tenderers should immediately notify their interest in bidding. As soon as possible, prospective tenderers should submit full information of their organization and manufacturing facilities, together with details of similar equipment supplied and commissioned.

All communications should be written in English, although supporting references, such as printed brochures may be in other languages. The original of each document should be sent to:

The Secretary, Niger Dams Authority, Independence House, P.M.B. 12605, Lagos, Nigeria; and one copy each to: Niger Dams Project, Consultants' Office, P.O. box 1288, Lagos, Nigeria; Balfour, Beatty & Co., Ltd., Bow Bells House, Bread St., London EC. 4, England; and, Nedeco, Javastraat 48, The Hague, Holland.

Sudan invites bids for creosoting plant

The Sudan Railways has announced tender no. 2834 with a bid deadline of July 16 for the supply of a complete full cell creosoting plant.

The equipment will include the following: impregnating cylinder, one mild steel pressure cylinder six ft. dia. by 40 ft. long with rapid opening doors, truck rails, steam coils, working pressure 180 psi.; two mild steel storage cylinders 9 x 26 ft. with steam coils; one electric driven vacuum pump and air compressor, 60 psi.; one horizontal duplex pressure pump, 180 psi.; one horizontal charge pump, 60 psi.; one high capacity centrifugal transfer pump; one steam boiler, 120 psi., fuel oil; winch, valves, fittings, gauges.

Bids may be sent to the Controller of Stores, Sudan Railways, Atbara, Sudan, or to the Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James', London SW. 1.

A copy of the specifications are available on short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, Business and Defense Services Administration, Rm. 4022, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-5589).

Various machinery, equipment sought by Chilean company

Cia. Tecnica Anwandter, Ltda., of Santiago, Chile, is interested in contacting U.S. manufacturers of the following equipment: machinery for road construction, petroleum industry, port servicing, railroads, mining, forestry equipment, water treatment equipment, medical equipment for hospitals; machinery and equipment for cold storage plants, scientific and nautical instruments, foodstuffs, machinery and equipment for pharmaceutical and chemical industries, plastics industry, graphic industry, commercial fishing equipment, ships and fishing vessels, and all types of cranes.

Firms seeking agents in Santiago are to contact this company direct, at 2124 Bilbao, Casilla 1839, Santiago, Chile.

A WTD dated April 22, 1963 on Cia. Tecnica Anwandter, Ltda., may be obtained from Commercial Intelligence Division, Rm. 1830B, Department of Commerce, Washington 25, D.C.

NATO project in Greece open to U.S. bidders

A project in Greece, estimated to cost over $6.5 million, has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project calls for supply and installation of radar and missile tracking devices and associated equipment at the NATO missile firing installations (NAMFI) in Crete.

The work, to be performed under a single contract, is scheduled for completion within 18 months from signing of the contract. Bid deadline is October 10. Bid documents should be available, on payment (amount not stated), about July 25. Identification file: "Procurement and Installation of Instrumentations at NAMFI, Crete."

Interested U.S. firms, eligible to bid on NATO work, should express their interest by July 20 to Directorate of Public Works, General Air Staff, 9 Lycurgus St., Athens.

A copy of the bid announcement containing additional information and a brief description of the equipment to be installed in the works is available on loan to eligible U.S. firms from the Commodity Export Staff, Rm. 4317, Department of Commerce, Washington 25, D.C.

Firms not already certified to participate in NATO bidding should send a resume of qualifications to the Export Promotion Staff as described in a brochure on NATO international competitive bidding program available from the staff office.

Ecuador requests tenders for hydraulic generators

The Directorate of the Empresa Electrica Cayambe S.A., an electrical utilities company located in Cayambe, Ecuador, requests bids for one or two 10,000 kw. hydraulic turbine generators for the proyecto-hidro-electrico Guachala project.

The bid deadline is August 6.

Specifications are available from Secretaria de la Empresa Electrica, Cayambe S.A., Cayambe, Ecuador, correspondence in Spanish preferred. Preference will be given to bidders who include suggested financing. A deposit of approximately $2,750 will be required with each bid.

Tubular steel poles needed in Sudan

The Sudan Gezira Board invites tenders for the supply of 300 tubular steel poles and fittings. The tubes ranging from 28 to 30 ft. long should have a tensile strength of 35/41 tons per sq. in.

Bid deadline is 12 noon, July 14. Tenders accompanied by a deposit of 250 Sudanese pounds (approx. $88) should be sent to: Asst. General Manager (Supplies), The Sudanese Gezira Board, Barakat, Sudan.

Further information and specifications are available to firms located in the U.S. from the Building Materials and Construction Industries Division, BDSA, Department of Commerce, Rm. 4002, Washington 25, D.C.

Telephone cable needed for depots in Italy

Two projects in Italy have been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

Project, reference no. 9985, calls for procurement of 3,500 mt. of armoured, lead covered, 10 prs. telephone cable for P.O.L. Depot at Capodichino. Bid deadline, September 12.

Project, reference no. 9986, calls for installation of telephone cable at P.O.L. Depot at Capodichino. Bid deadline, September 12.

U.S. firms interested in bidding on these projects should submit applications on a prescribed form, for each project, before July 15, to Ministero Difesa—Aeronautica, Ispettorato Telecommicazioni ed A.V., Ufficio HATO-UEO, Viale Castro Pretorio, Rome.

The prescribed forms are available to eligible U.S. firms from Commodity Export Promotion Staff, BDSA-111, Department of Commerce, Washington 25, D.C.

Firms not already certified to participate in NATO bidding should send a resume of their qualifications to the Commodity Export Staff as described in a brochure on NATO international competitive bidding program available from the staff office.

Electric substation materials needed by Indian corporation

The Damodar Valley Corp., Calcutta, India, invites tenders for an electric power substation for supplying power to steel plants, including one metering panel with wiring and terminals, one energy meter, eight summators, one demand meter printometer and three instrument transformers.

Bid deadline is August 13. Tender forms, including specifications of requirements, can be obtained from Damodar Valley Corp., Purchase Dept., Anderson House, Alipore, Calcutta 27.

Requests should cite tender no. PE-SPEC-153. Copies of the tender are also available on loan to firms located in the U.S., from the Scientific, Photographic and Business Equipment Division, Business & Defense Services Administration, Department of Commerce, Washington 25, D.C. (Telephone WOrth 7-2312).

Industrial chemicals, paperboard wanted by Philippine company

Union Glass and Container Corp., Box 2465, Manila, requests c&f Manila quotations on materials for its glass making plant, bottle decorating plant, and box factory.

A list of chemicals, ceramic colors and kraft liner board desired is available on loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4317, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-4675).

A WTD dated 11/3/61 on this Corp. may be obtained from Commercial Intelligence Division, Rm. 1830B, Department of Commerce, Washington 25, D.C.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

200 Food

NETHERLANDS—Canned foodstuffs; wishes to purchase on 50% letter of credit and 50% sight draft. International Business Contractors, (importing distributor), P.O. Box 1715, Amsterdam.

SIERRA LEONE—Frozen foods; especially poultry and vegetables, and quality canned goods, fruits and vegetables. Freetown Gold Storage Co., Ltd., (importer, wholesaler, retailer), P.O. box 99, Howe St., Freetown. WTD 5/31/63.

201 Meat Products

SOUTH AFRICA—Turkeys, completely eviscerated, good quality. Bolnick Pros. (Pty), Ltd., (merchant, exporter), P.O. box 9856 or Upper Railway Rd., New Doornfontein, Johannesburg.

203 Canning, Preserving Foods

NETHERLANDS—Orange juice concentrates. N.V. Rijssenbeek & Nass, (manufacturer), Smitstraat 2, P.O. box 72, Nijmegen.

209 Food Preparations

● **BURMA**—Raw linseed oil in five gal. drums, b.s.s. 243, 1936, 1,640 gal.; linseed oil double boiled, b.s.s. 259, 1936, 1,200 gal. Tender no. GH/56/GII/62-63, bid deadline noon, July 9., Chairman, Civil Stores Committee no. (1), Rangoon.★ (Telephone: WO 7-4793).

● **IRAN**—Beet oil, 2,000 kg., bid deadline July 21. Edareh Taslihate Artech, DT/Section, Ave. jale Teheran. (Armament Dept. of the Imperial Iranian Army).★ (Telephone: WO 7-4793).

NETHERLANDS—Honey. N.V. Honingzemerij "Het Zuiden," (importing distributor, manufacturer, exporter), P.O. box 2, Boxtel.

220 Textile Mill Products

AUSTRALIA—Shirting materials of cotton, polyester fibres, 35-40 yd. pieces, 36-45 in. wide; requests samples and wgt. of material, fob U.S. factory. H.G. Manufacturing Co., Ltd., (importer, wholesaler, retailer, manufacturer), 84 Brunswick St., Valley, Brisbane, Queensland. WTD 6/5/63.

ECUADOR—All kinds of curtain material, including nylon, silk, wool; requests replies in Spanish. "Indal" Industrias de Aluminio, (manufacturer), P.O. box 4350 or Calle Quisquis no. 206, Guayaquil. WTD 5/28/63.

FRANCE—Blue denim fabric. Direct purchase and agency. MATEXPA—Société Commerciale des Matieres pour Textile & Papeterie, (dealer in textiles), 3 Impasse Barbier, Clichy (Seine). WTD 5/6/63.

Imitation fur, other fabrics; requests replies in French. Manufacture de Roubaix, (importer, dealer), 62 rue de Turenne, Paris 3e. WTD 5/16/62.

NETHERLANDS—Nylon sheers, marquisette, ribbons for brassiere industry; nylon taffeta for housecoats, plain and printed; nylon crepes and georgettes, light qualities, printed and plain; ribbons on rolls and ready-made, for brassiere industry. Handelsonderneming Jakaleeuw N.V., (importer), 67 O.Z. Voorburgwal, Amsterdam.

Nylon sheers, special types of fabrics for cocktail dresses and embroidered linen. Confectie Industrie Monpti N.V., (manufacturer), 28 Herengracht, Amsterdam. WTD 5/28/63.

All kinds of piece goods; wishes to purchase on 50% letter of credit and 50% sight draft. International Business Contractors, (importing distributor), P.O. box 1715, Amsterdam.

223 Broad Woven Fabric Mills, Woolens

★★NETHERLANDS—Trade Mission

Manufacturer of woolen fabrics seeks arrangements for sale of U.S. finished woolens, worsted, blends in Holland and Common Market area. N.V. Janssens & Buren, Goothuisstraat 29-31, Tilburg. I.R. 501.

225 Knitwear Mills, Products

NETHERLANDS—Knitted fabrics made of manmade fibers, in grey, such as nylon, triacetate. N.V. Stoomweverij Nijverheid, (manufacturer), P.O. box 51, Enschede.

228 Yarn Mills, Products

■ **CONGO**—100% spun rayon yarn 30/2 ply fast colors, sunproof, indantren, in one lb. cones, in amount of $30,000. Prices f.o.b. U.S. port, packing included, offers must indicate freight to Matadi. Samples and color cards requested. Quota letter no. 1.293/01/AID-1/01642. Ref. no. 123/63.—asp/nc. PA#660-000-355-3203. U.S. source. Bid quotation deadline July 30. Congotex. R.C. Leo 26012—B.P. 138, Leopoldville.

229 Textile Goods

FRANCE—Rayon and cotton wastes. Direct purchase and agency. MATEXPA—Société Commerciale des Matieres pour Textile & Papeterie, (dealer in textiles), 3 Impasse Barbier, Clichy (Seine). WTD 5/6/63.

■ **GUINEA**—Fishing nets, nos. 210/21, 210/33, wgt. of rolls, 25 and 12.5, dia. of line, 0.039, or 1 mm., mesh in., 2.00, 1.50, 1.18, & 0.75, length per roll, 450 ft., approx. Each net made up of 25 lb., Trawling nets, size to be used by a trawler 75 ft. by 11.5 ft., powered by 11.5 ft. by 180 hp. and 55 ft. by 17.5 ft. powered by 100 hp., value of each $10,000. Cif Conakry. PA#675-542-901-3200. Limited worldwide (901). Bid deadline July 15. S/A no. 18/63. Office des Peches Maritimes, Ministere de l'Economie Rural, Conakry.

■ Jute bags, b twills, 44 in. by 26½ in., wgt. 2½ lb., 6 x 8, 3 longitudinal blue stripes, one in. wide and two in. apart, cost plus freight Conakry, normal commercial packing, $25,000. PA#675-400-901-356-3200. Limited worldwide (901). Bid deadline July 15. S/A no. 32/63. Comptoir Commercial France, Africain, B.P., 42, Conakry.

■ Jute bags, b twills, 44 in. by 26½ in., wgt. 2½ lb., three vertical stripes in blue, each 1¼ in. apart. Two outer stripes to be 9.15 in. wide and the middle to be 0.50 in. wide. Guinexport Conakry to be stamped across the face of each bag, in blue. Height of letters to be in proportion to length of words which are to extend from edge to edge of bag. Initials "rg" are to be stamped, same size, directly below. Prices to be quoted cif Conakry, normal commercial packing, by sea freight. $75,000. PA#675-400-901-356-3200. Limited worldwide (901). Quotation deadline July 20. S/A no. 1/63. Diverma, B.P. 210, Conakry.

230 Apparel

★★NETHERLANDS—Trade Mission

Agent for men and ladies clothing accessories desires to act as agent for U.S. manufacturer of mens' and ladies' special clothing accessories. Wings, Zandbergweg 49, Breda. I.R. 426.

232 Men's, Youths', Boys' Clothing

MALAYA—Neckties with monograms, underknot, and all-over woven crests, made to order; requests replies from manufacturers only. United Agencies, (Malaya), (importer, wholesaler), Rm. 605 China Insurance Bldg., Jalan Tuanku Abdul Rahman, Kuala Lumpur. WTD 5/31/63.

233 Women's, Misses', Juniors' Outerwear

NETHERLANDS—Nylon sheer, embroidered linen and cocktail dresses. Confectie Industrie Monpti N.V., (manufacturer, importer). 28 Herengracht, Amsterdam. WTD 5/28/63.

234 Undergarments

★★NETHERLANDS—Trade Mission

Manufacturer of cotton textiles, knit goods wishes to purchase swimwear and other items pertaining to. Koala N.V., Den Pas Weg. Neede. WTD 5/3/62. I.R. 347.

242 Sawmill, Planing Mill Products

■ **BOLIVIA**—Timber, douglas fir, rough, green "r," in minimum lengths of 18 ft. Various quantities, sizes. PA#511-898-256-2200. Limited worldwide (898). Bid deadline July 19. Ferrocarril De La Paz, Antofagasta, Seccion Boliviana, Agentes Administradores, F.C.P.L.A., Casilla 428, La Paz. Ref. no. 5/63.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

★★NETHERLANDS—Trade Mission

Manufacturer desiring to expand wants systems for erecting permanent houses at low labor cost. Houses to sell for $15,000 (U.S.) to $25,000 (U.S.) N.V. Emba Agenturen, Industriegebouw, 204 Goudsesingel, Rotterdam. I.R. 496★.

249 Wood Products

NETHERLANDS—Wooden household articles. Direct purchase and agency. N.V. Handelmaatschappij "Solway," (importing distributor, sales agent), 176 Herengracht, Amsterdam.

250 Furniture, Fixtures

FRANCE—School, office furniture. Direct purchase and agency. Ets. Louis Heuliez, (manufacturer), Cerizay (Deux Sevres). WTD 5/6/63.

252 Metal Office Furniture

■ **NIGERIA**—Furniture equipment, 29 items, such as desks, tables, file cabinets, bookcases, shelving units, chairs. Contract between Michigan State University, East Lansing, Mich., and University of Nigeria, College of Agriculture, Nsukka. Catalog Ref.: Cole Steel International, Inc. Contract no. AFE-1398. U.S. only source. All quotations to be submitted to Purchasing Dept., Michigan State University, 210 Miles Bldg., 1405 S. Harrison Rd., East Lansing, Mich., Attn: Mr. Richard P. Kasuba. On the basis of f.o.b. int'l port facilities, Attn: Charles Hurlburt, Bldg. 202D, Port Newark, N.J.

260 Paper, Allied Products

EL SALVADOR—Kraft, bond and newsprint paper, paper cups and cones, toilet paper, napkins, other paper products; requests replies in Spanish. Direct purchase and agency. Representaciones Internacionales, (commission agent), la Calle Poniente no. 532, Apartado Postal 625, San Salvador. WTD 11/15/62.

262 Paper Mills, Products

■ **CONGO**—Sulphate board, substances 163 & 252 grs./m2, sheets of 22½" x 28½", white, yellow, blue, green colors, five t.; woodfree bond paper, substance 60 grs./m2 sheets, 71 x 86 and/or 56 x 86 cms., white only, five t.; manifold paper, substances 30 and/or 34 grs./m2, sheets 28" x 34", white, colors, five t. PA#600-000-355-3203. U.S. source. Quotation deadline July 30. Imprimerie Galiema, B.P. 1234, Leopoldville. Ref. no. 135.

PAKISTAN—Cigarette paper: 27 mm. 4000 m. bobbins verge 50% rags 50% cellulose 21/22 grms. m2 extra highly combustible, white clinging ashes. Khyber Tobacco Co., Ltd., (importer, manufacturer), Mardan. WTD 5/18/61.

264 Converted Paper, Paperboard Products

JAPAN—Plastic packaging materials used for food preservation, such as vinyl bags with coating of special chemicals blended with chlorophyl. Asahi Shokai, Ltd., (Asahi Shokai, K.K.), (importer, exporter), the 5th Wako Bldg., 16 Nihonbashi, Kakigara-cho, 1-chome, Chuo-ku, Tokyo. WTD 1/11/62.

280 Chemicals

★★NETHERLANDS—Trade Mission

Importer of wood, unfinished textiles, industrial chemicals wants to purchase plastics, paint, rubber, leather, paper. Internatio, Westerstraat 50, Rotterdam. I.R. 492.

Distributor of industrial raw materials wishes to represent U.S. chemical producers such as pharmaceuticals, chemical feedstuffs. N.V. Chemicalien Im- & Export-Maatschappij, Sarphatikade 13, Amsterdam. WTD 4/5/62. I.R. 379★.

PAKISTAN—Laboratory chemicals; antigens. Direct purchase and agency. Qaiser Scientific

Works, (manufacturer, importing distributor), 30 MacLagan Rd., Lahore. WTD 6/5/63.

281 Industrial Chemicals

■ **CONGO**—High density polyethylene, 20 t.; low density polyethylene, five t.; styron 678, polystyrene, three t.; polystyrene high impact, styron 475, one t.; p.v.c., soft colorless without oxides, one t.; caustic soda solid, 200 t. PA#660-000-355-3205. U.S. source. Bid deadline July 15. Sociturl s.c.r.l., B.P. 433, Paulis. S-1 No. 33. Letter of quota No. 1293/01/AID-I/01642.

■ Long linseed oil modified alkyd resin, 62% linseed oil, for general decorative finishes, enamels, ships topside paints, rustproof paints, drum paints, coach building enamels, acid value below 10. Quotation should give physical constants and properties. $15,000. Quota No. 33(S.3). PA#660-000-355-3204. U.S. source. Bid deadline July 31. Usine De Couleurs, Vernis, Emaux, Gallic-Afriquier, S.G.R.L., Boite Postale 718, Limete.

GERMANY—Monosodium glutamate in 5-10 t. lots; customary overseas shipment packing. Schlubach & Co. G.m.b.H., (importer), Pelzerstrasse 13, Hamburg 1.

NETHERLANDS—All types of chemicals. Direct purchase and agency. L. F. Will & Co. N.V., (sales agent), 573 Herengracht, Amsterdam. WTD 5/22/63.

★★**NETHERLANDS—Trade Mission**

Importer of solvents and regenerate solvents, wants to purchase solvents and other industrial chemicals in bulk. W. Piesterfeld & Co. N.V., Elkenlaan 20, Alphen aan den Rijin. I.R. 483.

PAKISTAN—Chemicals for glass industry; reagents. Quasimpur Glass Industries, Ltd., (manufacturer), Quasimpur Industrial Colony, Multan. WTD 6/5/63.

■ Caustic soda flakes, rangolite "c": lumps, sodium alginate, 14 items, total value $11,136. Loan No. 391-H-056. U.S. source. Bid deadline July 10. Sind Cottage Industries, S.I.T.E. Monghopir Rd., Karachi. Cable bids acceptable. S/A No. 241391.

■ Chrome tanning sale, about 20 t.; bate, two t.; synthetic tanning extract, four t.; tanning extract, mimosa/wattle, 10 t.; leather pigments about 300 gal.; sulphonated oils for fat liquoring, four t. W. German products, or equal. Loan No. 391-H-056. U.S. source. Bid deadline July 8. National Tanneries of Pakistan, Ltd., Hide Market, Lahore 6. Cable: PAKLEATHER, Lahore. S/A No. 224323.

■ Thorium nitrate, $10,735. Loan No. 391-H-056. U.S. source. Bid deadline July 10. Carovan Products, Karachi. Cable Address: CUPSAUCER, Karachi. S/A No. RMO-242577.

PERU—Chemical products for production of juices, preserves and marmalades; requests replies in Spanish. Compania Industrial "Aretru" S.A., (canner, bottler), Andres Martinez 103, Vallecito, Arequipa. WTD 5/31/63.

● **VIETNAM**—Variety of chemicals for laboratory use. Tender No. 0888-31053; bid deadline July 10. Cable bids will be accepted if formal bid is air mailed at the same time. Central Purchasing Authority, P.O. box H-5, Saigon, Vietnam, (Cable: MAIDICH SAIGON).★ (Telephone: WO 7-2008.)

● Rexarc flux 809 or equivalent for submerged arc welding, in 500 lb. drums, 50,000 lb. Tender No. 0891-31053; bid deadline July 12. Cable bids will be accepted if formal bid air mailed at same time. Central Purchasing Authority, P.O. box H-5, Saigon, (Cable: MAIDICH SAIGON).★ (Telephone: WO 7-2008).

282 Synthetic Materials

FRANCE—Plastic materials, especially raw or semi-finished materials—panels, tubes, bars—resistant to temperatures over 60 degree centigrade; requests replies in French. Direct purchase and agency. Plastilact & Constructions Mecano-Soudees, (manufacturer), 30 rue d'Hauteville.

Plastics, especially those used in button fabrication; requests replies in French. Direct purchase and agency. Le Pion De Nacre, (importer, dealer), 7 rue Miraut, Meru (Oise).

Raw materials entering into the fabrication of plastics, particularly those which are not available in Europe. Alsetex, (manufacturer), 7 rue du General Foy, Paris 8e. WTD 5/17/63.

Vinyl chloride sheets, plain, grained, printed. Direct purchase and agency. S.A. Dofan, (manufacturer, importer, wholesaler), 14 Place Bonsergent, Paris 10e.

■ **KOREA**—Staple fibre, 1.5 denier, 1.5 in., dull white, approx. 123,810 lb., c&f or cif Pusan, U.S. flag vessel. Copies of all offers to be sent air mail to Bank of Korea, Seoul, Attn: AID Section and to the Director, USAID, c/o American Embassy, Seoul. PA #489-901-356-3202. Limited world wide (901). Bid deadline July 6. Young Koo Kim, Punghan Industrial Co., Ltd., 18-2, 2-ka, Eulchiro, Choongku, Seoul. Ref. No. FFO-SAI-3-489.

283 Drugs

NEW ZEALAND—Liquid and dry glucose in bulk and in dispenser packs; requires replies from manufacturers specifying grades, packs, and current prices. Amalgamated Dairies, Ltd., (general importers), Anzac Ave., or P.O. box 865, Auckland. WTD 6/20/62.

■ **PAKISTAN**—Medicinal, pharmaceutical preparations in various quantities, such as, antibiotics; cortisone; vitamins; penicillin; streptomycin. Loan No. 391-H-056. U.S. source Bid deadline July 15. Glaxo Laboratories, (Pakistan), Ltd., West Wharf Rd., Karachi. Cable: GLAXOLABS, Karachi. S/A No. 231871. Single copies of detailed specifications may be obtained from Office of Small Business, Agency for International Development, Washington 25, D.C., Rm. 2119, Barton Hall, Ohio Dr. & Independence Ave., SW., Washington 25, D.C.★

285 Paints, Varnishes, Lacquers, Enamels

CHILE—Materials for manufacture of paints, varnishes, linseed oil; requests replies from manufacturers only. Pinturas Andina, Ltda., (paint factory), 231 San Diego, Casilla 14110, Santiago. WTD 5/14/63.

★★**NETHERLANDS—Trade Mission**

Manufacturer, importer, exporter of the by-products of tar and raw felt wishes to expand in the sale and production of raw materials for the paint industry. Also desires expansion in the construction industry, rubber, plastics, basic pharmaceuticals. Chemische Industrie Uithoorn N.V., Uithoorn. I.R. 504★.

289 Chemical Products

CEYLON—Gum for sizing nylon, rayon, polyester fiber fabrics. Jafferjee Bros., Import Dept., (manufacturer, importing distributor), P.O. box 1199, Colombo. WTD 8/3/62.

■ **ISRAEL**—Staybind waterproof corrugating starch in bags, 30,000 lb. Loan No. 28. U.S. source. Bid deadline July 10. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attn: Mr. M. Hans. S/A No. 3610140.

NEW ZEALAND—Iodised salt in bulk and in dispenser packs; requires replies specifying grades, packs, current prices; requests replies from manufacturers only. Amalgamated Dairies, Ltd., (general importers), Anzac Ave., or P.O. box 865, Auckland. WTD 6/20/62.

291 Petroleum Refining Products

GERMANY—Used base oils for regenerating and branded motor oils, additives. Mineraloelwerke Albert Sengewald, (refiner, importer, wholesaler), Dedenhausen ue. Lehrte, Hann.

Gasoil in bulk. Aktiengesellschaft fuer Chemische & Teerprodukte, (importer), Jungfernstieg 51, Hamburg 36. WTD 3/30/62.

303 Reclaimed Rubber

■ **TURKEY**—Hard rubber for battery container, $10,000. PA#277-891-901-356-3232. Limited world wide (901). Bid deadline July 15. Mutlu Battery Factory, P.O. box 5, Kartal-Istanbul. Cable: MUTLU, Kartal. IL#001684

307 Plastics Products

FRANCE—Plastic houseware; requests replies in French. Direct purchase and agency. S.A. Plastimonde, (manufacturer), 101 rue Moliere, Ivry s/Seine (Seine).

Plastic housewares; requests replies in French. Societe Saplex, (manufacturer), 68 Allee Pierre Brossolette, Pavillon s/Bois (Seine).

311 Leather Tanning, Finishing

FRANCE—Leather: box-calf, calf-skin—glossy and grained; patent leather; alligator, lizard; requests replies in French. Direct purchase and agency. Ets. Gruson Freres, (wholesaler), 189 rue du Fg st-Martin, Paris 9e. WTD 5/11/62.

Hides and skins. Ets. Costil, (manufacturer), 20 rue Yves Toudic, Paris 10e. WTD 9/5/62.

326 Pottery

NETHERLANDS—China and pottery for household use. Direct purchase and agency. C. Bertrams, (sales agent), Damrak 68, Amsterdam-C.

Ceramic and glass household articles. Direct purchase and agency. N.V. Handelmaatschappij "Solway," (importing distributor, sales agent), 176 Herengracht, Amsterdam.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

PAKISTAN—Graphite, 70-90%. Modern Foundry Works, (manufacturer), Railway Rd., Multan. WTD 5/29/63.

331 Steel Mill Products

■ **CHINA**—Electrolytic tinplate waste waste culls, 100,000 lb., 107 lb., and lighter, 18"x24" and larger, unassorted, in original mill packing. Whallie Trading Co., Ltd., No. 34 Lane 83 Chungking Rd., N. 1st Sec., Taipei. Cable: "5653," Taipei. Reference No. 064. C&f Keelung.

■ Coke hot dipped tinplate waste waste, 75/100 lb. basis wgt., 100,000 lb., size 18"x24" and larger, in original mill export packing. 1.25 lb. tin coating, unassorted to size and gauge. Sheng Yuh & Co., Cable: SHENYU, Taipei. Ref. 064. C&f.

Both the above are for PA No. 484-660-000 253-3217. U.S. source. Bid deadline July 10. Subject to GSA Defense Materials Services procedure.

■ **CONGO**—Black seamless api 5L grade a 40 pipes, standard lengths 20 ft., plain edge beveled, requisition # 12048; slip-on flanges, per asa b/165, 150 lb., seamless steel lon radius, welding elbows, schedule 40, 2,3,4" dia., 210 pcs., req. # 12049; hot rolled open hearth carbon steel sheet, not oiled or pickled, spec. 39, various sizes and quantities, req. # 12043; hot rolled open hearth carbon structural shapes to American Bureau of Shipping specs. 39, structural shapes, oiled and pickled; req. # 12044; forged open hearth steel shafts, tensile strength 60,000 to 70,000, various sizes and quantities, req. No. 12045; wide flange joists, 150 mt., type c.b.j. 12; same c.b.j. 10, 150 mt., req. # 1250; hot rolled carbon steel coils, mill edge, commercial quality, 150, mt., req. # 1252; flat galvanized sheet in coils, 150 mt.; req. # 1253; commercial quality cold rolled steel sheets, 50 mt., req. # 982; same but different thickness, 50 mt.; cold drawn untreated carbon steel round shapes, standard lengths, various dia., req. # 12073; hot rolled open hearth carbon steel sheets, req. # 12074; black hexagonal nuts, Whitworth thread, various sizes, 25 mt., req. # 90076; ferro manganese, 2 mt., req. # 90073; hot rolled steel strip commercial quality, various quantities and sizes, req. # 90071; independent monolithic oxygen cylinders, complete with valves, 100, same except acetylene cylinders, 50. Req. # 12076. Quote f.a.s. and c.i.f. Matadi.

All the above are for PA#660-000-355-3201. U.S. source. Bid deadline July 8. Chanic, direction Generale, B.P. 8512, Leopoldville 1, quota No. AID-1-33.★

■ Concrete reinforcing round steel bars, quality a.s.t.m. a-15, length 40', packing 4480 lb., max., f.a.s. port USA. ¾" plain rd; 5/16"; ⅜", equal amounts of 5,333 lb. each. Subject to GSA Defense Materials Services procedure. PA#660-000-355-3201. U.S. source. Quotation deadline July 31, REmerques R.A.Y. Congo, B.P. 711 Limete, Leopoldville. Letter quota No. 1293/01/AID-01/01642. Quota industrie No. 33 S.3.

■ Grinding balls, cylindrical grinding media cylpebs, $13,000; tires, air chambers, $2,000/ Balls of BRINNELL Hardness 650: ±5. 1¼" to 1½"; ±5 t. 2"; ±10 t. 2½"; ±5 t. 3"; ±10 t. ¾" x ¾" and ±10 t. 1" x 1"; tires, air chambers 825x20; 710x15; 900x20x10; 650x16; 650x15; 640x13; 560x15. (Tires subject to GSA Defense Services Materials procedure). PA#660-000-355-3203. U.S. source. Bid quotation deadline July 15. Cimenterie d'Albertville s.a.r.l., B.P. 39, Albertville.

■ **INDIA**—Stainless steel rods, for manufacture of scientific instruments, type aisi 304, cold drawn rods, centreless ground, annealed, dia. ¾" worth rs. 20,000, cif. $4200. IL#DL/55/767/03201/0027. Ref. No. 113/Imp/DLF/7353.

■ Stainless steel sheets, and plates type aisi 304, 2 d/b finish 36" x 96", swg 16, 18, 20, 22, 24, 26. One ton or more in each size. Amount $8400. IL#DL/55/767/03301/0046.

Both the above are for loan No. 217. U.S. source. Bid deadline July 15. Instruments & Chemicals, Pvt., Ltd., Model Town, Ambala City 3, Cable: INCO, Ambala. Reference No. 113/Imp/DLF/7353.

■ Coke tinplate u/a 1.25 lb. tin coating, base weight 175 lb., size 27⅜" x 23⅜", approx. 22.5 mt. Loan No. 386-H-082. U.S. source. Tri-Sure India, Pvt., Ltd., Model Industrial Colony, Off Aarey Rd., Goregoan, Bombay 62. IL#DL/55/571/03101/0124. C&f. Bid deadline July 15.

■ Open hearth or hot rolled electrical steel unpickled high carbon guaranteed suitable for manufacture of steel wire ropes, including winding ropes for collieries, in coils. Of uniform diameter, free from fins or cracks and segregation. Suitable for cold drawing and patenting for the manufacture of steel wire rope in various tensile strength. Dia. six mm., Tolerance, ±0.3 mm. Coil outside dia. 42" to 47", inside dia. 27" to 34". Each coil to weigh 4 to 5 cwts., total 500 mt. Loan No. 217. U.S. source. Bid deadline July 10. The Fort William Co., Ltd., Steel Wire & Rope Div., 14 Netaji Subhas Rd., Calcutta 1. IL#DL/55/1080/03101/03. Tender No. F/WR/28/DLF. 217(ii).

● **KOREA**—Steel plates, from 4.5 mm. to 28 mm. thick, 3 ft. to 5 ft. width, 6 ft. to 20 ft. long, 364 pcs. Specifications JIS-SS-41 or a.s.t.m. A7-58T. Tender No. KFX-3055-P, bid deadline July 13. Worldwide. Office of Supply, Government of the Republic of Korea, Seoul. Tender and specifications available from Procurement Attache, Embassy of Korea, Washington, D.C.

NETHERLANDS—Steel wire rope, construction 6x26, dia. ⅜", ½", 9/16", ⅝", and ¾"; requests fob vessel New York quotations, samples at earliest date. N.V. Maatschappij Nagtegaal, (importing distributor), 3 Sophialaan, Hilversum. WTD 7/31/62.

PAKISTAN—High speed steel, 18-20% tungsten. Modern Foundry Works, (manufacturer), Railway Rd., Multan. WTD 5/29/63.

■ Hot rolled carbon steel plates, angles, bars, pig iron, ms. sheets, galvanized iron roofing sheets, various sizes and quantities. Loan No. 7. U.S. source. Bid deadline July 22. East Pakistan Inland Water Transport Authority, EPIDC House, Motijheel, P.B. No. 76, Dacca. Tender No. S-15/102/1. Cost of tender $5.25 per set, not refundable, available from The Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y.

■ **TURKEY**—Prime cold rolled hot dipped coke tinplate, u/a, 1.25 tin coating, per base box of 112 sheets, size 18-3/4x28, 2/3 quantity, 107 lb.; 20x30, 1/3, same. Chkurova Ramuk Tarim Satis Kooperatifleri, Birligi-Adana. Import license no. 001643/98535. Quotation deadline July 10.

■ Electrolytin tinplate waste waste, cobbles, unassorted, to size and gauge, per skid, all bright material, soft temper, base wgt. 80/107 lb., size 18x24" and larger, with min. 95% 20"x28" and larger, in completely metal wrapped containers for export. Bid deadline July 17. Sedat Etomoglu, Galata Fermeneciler Ali Yazici Sok., Gurac Han Kat no. 1, Istanbul. IL#001673.

■ Coke tinplate waste waste, excellent quality, 1.25 lb. coating, 20"x28" and larger, mainly 20x28", 90/100 base wgt., mainly 100 lb. Bid deadline July 11. Yuda R. Bayar, Cicekpazar, Altiparmak Han no. 6, P.O. box 694, Istanbul. Cable YURBAY, Istanbul. IL#001669.

All the above for PA#277-660-901-356-3226. Limited worldwide (901). Subject to GSA defense Materials Services procedure.★

333 Primary Smelting, Refining of Nonferrous Metals

NETHERLANDS—Aluminum, capable of being hardened; hardened aluminum, quality comparable to unhardened tool steel with a high durability. Goka N.V., (manufacturer), Koestraat 2a (Postbuss 130), Amsterdam.

335 Rolling, Drawing, Extruding of Nonferrous Metals

■ **CONGO**—Aluminum circles, made of aluminum sheets, 99.2% to 99.5% pure. Various sizes in mm., 5000 circles each. In case mm. sizes cannot be offered, nearest in. size in dia. and thickness may be substituted. Aluminum sheets in coils of 200 lb. each, 99.2% to 99.5% pure, about 40" wide, various mm. thick, or nearest in in., total 28 t.★ PA#660-000-355-3204. U.S. source. Bid deadline July 15. Aluminum Du Congo, Av. Stanley 6, Leopoldville, P.O. box 8048.

■ **GUINEA**—Lead weights suitable for commercial fishing. Lead to be supplied in sheets approx. 18 in. wide and 30 ft. long. Each sheet to be offered in a flat roll 18" x 12", thickness of sheets 0.157 in. PA#675-890-901-356-3200. Limited worldwide (901). Quotation deadline July 15. S/A no. 17/63. Office des Peches Maritimes, Ministere de l'Economie Rurale, Conakry. Two copies of offers must be submitted to: The Embassy of Guinea, Commercial Section, 2112 LeRoy Pl., NW., Washington 8, D.C., and two to the buyer.

SOUTH AFRICA—Aluminum alloy wire, noncorrosive, suitable for weaving, 8-16 gauge British standard; requests replies from manufacturers only with quotations showing wgt. per 1,000 yd. Direct purchase and agency. African Gate & Fence Works, Ltd., (manufacturer, importer, wholesaler, exporter), P.O. box 7544, or 188 Bree St., Johannesburg. WTD 10/9/62.

● **WEST INDIES**—Bare aluminum conductor, steel reinforced 30 strands of aluminum 0.102" dia. and seven strands of zinc coated steel wire 0.102" dia. Tender no. 717, bid deadline August 12. Purchasing Officer, Trinidad and Tobago Electricity Commission, P.O. box 121, 63, Frederick St., Port-of-Spain, Trinidad. ★ (Telephone: WO 7-2181).

336 Nonferrous Foundries

■ **PAKISTAN**—Electrolytic copper ingots, $3,150; tin ingots, $3,360; phosphor bronze strips, cold rolled, half hard, suitable for electrical contacts, 1½" wide x .048" or 16 awg, $630; phosphor bronze seld oiling bushes, cylindrical bush, 5/16" I/D x ½", o/d x ¾" long, $1,050; same except 3/16" length with ⅝" flange, dia. x 1/16" flange thickness 13/16" overall length including flange, $630; resin core tin solder with tin contents 60% or above, $630. C&f Karachi. Loan no. 391-H-056. U.S. source. Bid deadline July 6. The Climax Engineering Co., Ltd., Climaxabad, Gujranwala. Cable: CLIMAX, Gujranwala. S/A no. 206741.

342 Cutlery, Hand Tools, General Hardware

DENMARK—Non-electric kitchen equipment: sieves; can openers; waiter's cork screws; thermos flasks. B. Blum-Hansen, (importing wholesaler), 27 Norre Voldgade, Copenhagen K. WTD 5/29/63.

343 Heating Apparatus, Plumbing Fixtures

VENEZUELA—A line of hardware products including plumbing supplies. Representaciones Epstein C. A., (manufacturer's agent), Gradillas a Sociedad 10, Caracas. WTD 10/5/62.

345 Screw Machine Products

NETHERLANDS—Bolts, nuts, screws, washers, other types of fastening devices. N.V. Taxameter Centrale, (importer), 439-443 Kerkstraat, Amsterdam.

346 Metal Stampings

DENMARK—Stainless measuring cups and

bowls. B. Blum-Hansen, (importing wholesaler), 27 Norre Voldgade, Copenhagen K. WTD 5/29/63.

NETHERLANDS—Metal household articles. Direct purchase and agency. N.V. Handelmaatschappij "Solway," (importing distributor, sales agent), 176 Herengracht, Amsterdam.

349 Fabricated Metal Products

FRANCE—Electrical expansion valves. Direct purchase and agency. S.I.E.R.S., (manufacturer, importer, exporter, commission merchant), 108 avenue de Maine, Paris 14e.

Special valves for laboratories. Société l'Oxhydrique Francaise, (manufacturer), 8 ave. Jules Ferry, Malakoff (Seine).

Valves and other mechanical spare parts for chemical and petrochemical industries. Etudes & Travaux Mecaniques, (importer, dealer), 8 rue Jean Goujon, Paris 8e. WTD 3/14/63.

351 Engines, Turbines

■ **GUINEA**—Outboard motors for fishing boats, complete with gas tank, six gal., rubber hose and pump and twist, two cylinder motor, 4,700 rpm., propeller, 2,700 rpm., three bladed, overall dia., 12 in., blade width, 12", generator 12 v., 75 w., motor long stem type. $1300, 40 hp., $2600, 25 hp.; required spare parts in the amount of $1,000, including gear box, coil, condenser, contact points, piston rings, fuel pump, spark plugs, complete tool kits. PA#675-700-901-356-3200. Limited worldwide (901). Quotation deadline July 15. S/A no. 31/63. Office des Peches Maritimes, Ministere de l'Economie Rural, Conakry.

★★NETHERLANDS—Trade Mission

Importer of technical industrial equipment wishes to purchase gas turbines from 10 bhp. to 2,000 bhp. N.V. Handel Industrie Transport MIJ. H.I.T.M.A., Jan Luykenstraat 3, Amsterdam Z. I.R. 302.

● **TURKEY**—Supply and delivery of three marine diesel engines, vertical type, two or four cylinders, four stroke, mechanical injection, 50/55 bhp at 1000/1200 rpm; and four marine diesel engines, vertical type, four or six cylinders, four stroke, mechanical injection, 150/160 bhp at 500/600 rpm, plus spare parts. Tender no. 3001-307, bid deadline July 11. Malzeme Mudurlugu, Denizcilik Bankasi, T.A.O., Bahcekapi, Istanbul, (Materials Purchasing Dept., Turkish Maritime Bank).★ (Telephone: WOrth 7-4242).

352 Farm Machinery

BRAZIL—Alfalfa processing machine, capacity 500,000 t. of processed alfalfa per year: drying, cutting. Cooperativa Agricola de Cotia, (Seimai), (agricultural cooperative), Rua Cardeal Arcoverde 2537, Sao Paulo. WTD 3/14/62.

■ **NIGERIA**—Agricultural machinery, eight items. Bid deadline July 16. Quotation no. 5468. Catalog ref.: Caterpillar Tractor Co.

■ Machinery, eight items, such as, self unloading chuck wagon; jd 55 forage blower; jd 940 land level plane with hydraulic control; fertilizer distributor; farm wagon; heavy duty 350 elevator; auger feed wagon; 200 bale elevator with manual truck-Wisconsin air cooled gasoline engine 30 ft. long. Bid deadline July 17. Quotation no. 5469.

■ Sprayers, various types, six items. Bid deadline July 18. Quotation no. 5471. Catalog no. John Bean Co.

■ Greenhouses, accessories, eight items in small quantities. Quotation no. 5467. Catalog ref: Lorn & Burnham, Div. of Burnham Corp.

All the above are for the contract between Michigan State University, East Lansing, Mich., and University of Nigeria, College of Agriculture, Nsukka, Eastern Nigeria. Contract no. AFE-1398. U.S. source.

Interested bidders may obtain copies of specifications and any other additional information from and send bids to: Purchasing Dept., Michigan State University, 210 Miles Bldg., 1405 S. Harrison Rd., East Lansing, Mich., Attn: Richard P. Kasuba, Assistant Purchasing Agent. On the basis of f.o.b. int'l. port facilities, Attn: Charles Hurlburt, Bldg., 202D, Port Newark, N.J.

353 Construction Machinery

● **CHILE**—Bids requested for 18 motor graders of approx. 125 hp. diesel; two asphalt plants 15-30 tph.; and three portable conveyors. Bidders must be legally represented in Chile. Bid deadline July 18. Direccion de Pavimentacion Urbana, Moneda 723/7, 4th fl., Of. 413, Santiago.

Machinery, tractors, trucks for forestry logging operations; requests replies from manufacturers only. Compania Agricola y Forestal de Liquine, Ltda., (saw mill, forestry company), 1055 Agustinas, Santiago. WTD 5/14/63.

■ **CHINA**—Spare parts for roe truck crane and truck tractor. PA#484-000-253-3214. U.S. source. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei. Invitation no. CP2-2129. Detailed specifications, special instructions, conditions with bid forms may be obtained from Mr. Joseph C. Wei, Acting Director, Chinese Government Procurement & Services Mission, Rm. 2123, 61 Broadway, New York 6, N.Y.

GERMANY—Light and heavy duty percussion drilling (boring) machines; electric current should be 220 and/or 380 v. a.c. 50 cycles. Fritz Wegner, (importer, sales agent), Osterbekstrasse 43, Hamburg 22. WTD 7/31/61.

● **MOROCCO**—Twenty (20) intraport diesel industrial dock tractors for Port of Casablanca. Bid deadline August 9. Monsieur l'Ingenieur des Ports et Chassees, Chef de l'Arrondissement d'Exploitation du Port de Casablanca, Mole du Commerce, Casablanca. Specifications in French. Supplier must be represented in Morocco.★ (Telephone: WOrth 7-5589).

★★NETHERLANDS—Trade Mission

Consulting engineer wishes to represent manufacturers of mining equipment and/or company with complete line of conveyors, mechanical handling equipment. Technisch Bureau P. Andesen, 131 Kloveniersburgwal, Amsterdam C. NCIA. I.R. 435.

■ **PAKISTAN**—D-7 type diesel crawler tractors, six; same, D-6, eight; 30 kw. diesel generating sets, 2'; light plants, 5 kw., 10; concrete mixers, 15; ½ cu. yd.; front end loader, wheel type, four; tipping trailer, 5 t., five. Loan no. 391-H-056. U.S. source. Bid deadline July 22. East Pakistan Water & Power Development Authority, Directorate of Purchase WAPDA House, Dacca. Tender no. AID/391-H-056/1. Cost of Tender $21.00 per set, available from The Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y.

■ **TURKEY**—Tractor with long list of equipment, such as engine clutch, crankcase guard, radiator guard, rollers, steering, idlers. 277-800-901-356-3227. Limited worldwide (901). Bid deadline July 12. Turkiye Petrolleri A. O., Inkilap Sokak no. 6, Yenishir, Ankara.★

■ Crawler shovel, 3/4 cu. yd. bucket, fully equipped, gm engine 4-71, or equal, $27,775. East coast port, fob Turkish vessel. Import license no. 359. Tetico Teknit Ticaret, Ltd., Sti., Ulus Han Kat 4, Ulus Meydani, Ankara.

■ Crawler shovel, 3/4 yd. bucket, shovel 41,000 lb., fully equipped, gm-4-71, or equal, $27,775. fob East Coast Turkish vessel. IL-#358. Demir Export, Ltd., Sti., Ulus Han Kat 4, Ulus Meydani, Ankara.

Both the above are for PA#227-700-901-356-3227. Limited worldwide (901). Bid deadline July 11.★

354 Metalworking Machinery

CEYLON—Machinery to manufacture tooth paste tubes and pharmaceutical products containers. Jafferjee Bros., Import Dept., (manufacturer, importing distributor), P.O. Box 1199, Colombo. WTD 8/3/62.

FRANCE—Molds for compression and injection plastic molding; requests replies in French. Manufacture d'Isolants & Objects Moules de la Compagnie Generale d'Electricite, (manufacturer), 163 blvd de Stalingrad, Vitry s/Seine (Seine).

■ **INDIA**—Flow control equipment, heat exchangers, special pumps for v.o.r. plants, auxiliary equipment for v.o.r. for centrifuges. Ref. no. 65(118)/62-AID(1). IL#A.593392/61/AU-DW/CCI/HQ/RM. Loan no. 217. Bid deadline July 19. The East Asiatic Co., (India), Pvt., Ltd., Wavell House, Graham Rd., Ballard Estate, Bombay.

■ Rotameters, automatic pressure controllers, float valves, steam meters, various automatic liquid level controllers, four, alcohol flow meters, three; thermicimpressors; various flame proof motors and starters; various rotary pumps. Import license no. A587973/61. Ref. no. PSV/I-2/9025. Single copies of detailed specifications may be obtained from the Office of Small Business, AID, Rm. 2119 Barton Hall, Ohio Dr. and Independence Ave., SW., Washington 25, D.C.

■ Travelling water screens, complete with drives, accessories, spare parts, tools, tackle, as per Damodar Valley Corp. specifications. Loan no. 125. U.S. source. Bid deadline July 9. India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C. Tender no. S/136/AID. Tender forms including specifications may be obtained from the Embassy for $2.50 per copy, not refundable.

■ Centreless grinding machines, 20x8" hole, regulating wheel, 13x8" width, 5" hole, two, suitable for both in and thru-feed work, complete with coolant arrangement; same with filament self-adjusting bearing complete, two, with grinding wheel 16"x4" width by 10" hole, 9"x4" width, 4" hole, complete with coolant. Loan no. 157. U.S. source. Bid deadline July 7. The Jay Engineering Works, Ltd., 183A, Prince Ahwar Shah Rd., P.B. no. 2185, Dhakuria, Calcutta 31. Cable: USHAKO, Calcutta. IL#991370/DLF-157/61/HQ-C.G.I.

■ 5"x6" jaw crusher, 10x16" crushing rolls, cone and ring crushers, rods, balls, pressure equipment. Limited worldwide (898). Bid deadline July 16. Educational Services, Inc., Kanpur Indo-American Program, 164 Main St., Watertown 72, Mass. Requisition no. 1029 MET-E/23. Fob Boston.★

JAPAN—Used machine tools: vertical and horizontal milling machines, no. 3-No. 5; grinding machines, cylindrical, internal, surface; large type lathes. Hokoku Kikai Kogyo, Ltd., (manufacturer), no. 9, 4-chome, Nishimatabe-cho, Minami-ku, Nagoya. WTD 5/63.

PAKISTAN—Machinery for complete plants to manufacture: pipe fitting, mild steel, and galvanized iron ½"-6" dia. and sectional; pignum wire and enamel wire; conduit pipes.

Modern Foundry Works, (manufacturer), Railway Rd., Multan. WTD 5/29/63.

■ **THAILAND**—Pipe transite, pressure, asbestos-cement 4", 13 ft. lengths, class 100, federal specifications SS-P-351a, or equal, 7,500 ft.; couplings, ring tite, for use with above item, 750 each. PIO/C no. 493-P-59-AB-9-20115. Limited Worldwide (898). Bid deadline July 12. Dept. of Technical and Economic Cooperation, for Ministry of Public Health, Dept. of Health, Bangkok. Invitation no. PH-TTEC-552(1). Single copies of complete invitation to bid are available from the Office of the Economic and Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.

355 Special Industry Machinery

BRAZIL—Silk screen print machine of moderate price, for six colors, capacity about 200 yd. per hr., width of textile 55 in. Tewfik Ibrahim Ades, (manufacturer), Rua Bruxelas 137, Caixa Postal 7854, Sao Paulo. WTD 6/3/63.

Automatic or semi-automatic machine for manufacture of small cardboard boxes, approximately 8" x 8" x 1". Manoel Mory & Irmao, Ltda., (manufacturer), Rua das Perobas 190-Fundos, Caixa Postal 9313, Sao Paulo.

CEYLON—Warp knitting machines; requests replies from manufacturers only. Jafferjee Bros., Import Dept., (manufacturer, importing distributor), P.O. box 1199, Colombo. WTD 8/3/62.

CHILE—Machinery and equipment for manufacture of paints, varnishes, linseed oil; requests replies from manufacturers only. Pinturas Andina, Ltda., (paint factory), 231 San Diego, Casilla 14110, Santiago. WTD 5/14/63.

■ **GREECE**—Supply, installation of mechanical, hydraulic, electrical equipment for cheese factories. PA no. 240-700-898-221-2202. Limited worldwide (898). Bid deadline July 23. Agricultural Bank of Greece, Supplies Service Section, Karageorgi Servias 12-14, Athens. Ref. no. 239.

■ **KOREA**—Various machines, 34 items, such as four-ball test machine; incremental pressure tester; group of accessories for tool and cutter grinder; group of accessories for air measuring gages; light sensitive paper for weather-ometer; constant voltage transformers; electric generator; packaged air conditioners; group of accessories for universal potentiometer; group of accessories for vapor fractometer; group of accessories for thermolab, spectrophotometer and bkh instruments. PA#489-J-23-AA-9-340091. Limited worldwide (898). Bid deadline July 15. Office of Supply, Government of the Republic of Korea, Seoul. Invitation no. AID-3051-P. Specifications and conditions may be obtained from the Korean Embassy, 2322 Massachusetts Ave., NW., Washington, D.C., or from the Korean Consulate General, 9 E. 80th St., New York, N.Y., and the Korean Consulate General, 3500 Clay St., San Francisco, Calif.

NETHERLANDS—Machinery for manufacture of maps. Direct purchase and agency. Technisch Bureau "Optema," (sales agent), Eikenlaan 3, Driebergen.

★★**NETHERLANDS—Trade Mission**

Consulting engineer wants to exchange know-how and machines with U.S. manufacturer of doors for residences, offices. Adviesbureau Voor Bedrijfsorganisatie & Efficiency, Koninginneweg 19, Hilversum. I.R. 371.

Importer of raw cotton, yarns, textile machinery wishes to expand business by acting as agent for textile machinery firms. Stroink H.J., Stationsplein 12, Enschede. WTD 11/16/62. I.R. 333★.

PAKISTAN—Machinery to manufacture hardboard and masonite. Modern Foundry Works, (manufacturer), Railway Rd., Multan. WTD 5/29/63.

Machinery to manufacture tumblers, bottles, laboratory, scientific glassware. Quasimpur Glass Industries, Ltd., (manufacturer), Quasimpur Industrial Colony, Multan. WTD 6/5/63.

PERU—Machinery for canning industry, fruit pulps, fruit pastes; requests replies in Spanish. Compania Industrial "Aretru," S.A., (canner, bottler), Andres Martinez 103, Vallecito, Arequipa. WTD 5/31/63.

356 General Industrial Equipment

■ **INDIA**—Sand scrubber, cooler, settling tank, bucket elevator; belt feeder; ajax furnace; automatic shovel; heating elements, 468 items, in various quantities. Loan no. 217. U.S. source. Bid deadline July 10. Tata, Inc., 425 Park Ave., New York 22, N.Y., Cable: TATAINC; Copies of detailed specifications may be obtained from the Office of Small Business, Agency for International Development, Washington 25, D.C.

■ Converter type conductor furnace, ajax northrup, or equal, high frequency, 20 kw., type n, 220 v., 50 cy., single phase, hydrogen flow gap type, set of leads. Limited worldwide (898). Bid deadline July 17. Quotations are to be submitted to Mr. Robert E. Johnson, Purchasing Agent, Educational Services, Inc., Kanpur Indo-American Program, 164 Main St., Watertown 72, Mass. Requisition no. 1028 Met/16. Inquiry no. 400. Fob Boston.

■ Converter type induction furnaces, three, ajax-northrup model, or equivalent, 6kw., type ch, 220 v., 50 cyc., single phase, hydrogen flow gap type, complete; portable type furnace 6kw., three phase, converter type; set of spare parts. Limited worldwide (898). Bid deadline July 17. Educational Services, Inc., Kanpur Indo-American Program, 164 Main St., Watertown 72, Mass., where quotations are to be sent. Requisition no. 1028 Met/15. Inquiry no. 399.

★★**NETHERLANDS—Trade Mission**

Importer of industrial equipment wishes to purchase portable spray equipment, compressors, tools for building contractors. Handelsonderneming P.J. Mostert, Asserweg 164, Rotterdam 12. I.R. 481.

Importer of air and oil filters wants to purchase all types of filters for petro-chemical and general industrial use. N.V. Technische Handelsonderneming Coimex-Vlaardingen, Veldweg 11, Hattem. I.R. 490.

357 Office Machinery

■ **COSTA RICA**—Office equipment for children's hospital, 21 items, in various amounts, such as, adding, calculating, graphotype, class 6300, addressograph machines; imprinter addressograph; class 11; numbering, repeating machines; photocopy, dry process, cash receipt, duplicating, mimeograph; typewriters, electric, manual. PIO/C no. 515-55-919-9-70124. Limited worldwide (898). Bid deadline July 22. Junta de Proteccion Social de San Jose. Inv. no. 5372. Copies of invitation to bid and detailed specifications may be obtained from the Embassy of Costa Rica, 2112 S St., NW., Washington, D.C.

■ Office equipment for children's hospital, 15 items, in various quantities, such as file cabinets, trays, desk stand, file strip for telephone pbx; file card units. PIO/C no. 515-55-919-9-70124. Limited worldwide (898). Bid deadline July 23. Junta de Proteccion Social de San Jose. Invitation no. 5373. Copies of invitation to bid and detailed specifications may be obtained from the Embassy of Costa Rica, 2112 S St., NW., Washington, D.C.

GERMANY—Office equipment, supplies, especially patented novelties such as staplers and related metal items. Direct purchase and agency. Hinrich Karp, (importer, sales agent), Brandshofer Deich 118, Hamburg 28.

■ **GUINEA**—Typewriters, non-electric, French keyboard, standard desk model, grey color: 10" carriage, $2,500; 13, 18 & 27" carriages, equal amounts. Each size to include 10% spare parts. Cif Conakry, export packing, sea freight, offers in 12 copies to Libraport, B.P., 270, Conakry. PA#675-700-901-356-3200. Limited worldwide (901). Quotation deadline July 20. S/A no. 9/63.

ITALY—Data processing auxiliary equipment. A.P.P.S.A. di Fausto Stella, (wholesaler, retailer), 15, Via A. Doria, Turin. WTD 5/7/63.

★★**NETHERLANDS—Trade Mission**

Importer of low voltage electrical insulation, hardware wishes to purchase office supplies, machines. Isolectra, Bierstraat 15, Rotterdam. I.R. 480.

358 Service Industry Machinery

● **INDIA**—Supply, delivery, erection of one complete water treatment plant for dvc durgapur thermal power station III unit, world-wide procurement; tender No. PE-SPEC-151, bid deadline July 30. Tender documents may be obtained from Chief Accounts Officer, Damodar Valley Corp., Anderson House, Alipore, Calcutta 27. Cost $15.75 each. One copy of specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242).

ISRAEL—Two vending machines to be used in selling insurance to air travelers at airports. M. Rubanenko, (Insurance), Ltd., (general insurance agent), 96 Allenby Rd., P.O. box 1475, Tel Aviv. WTD 5/24/63.

360 Electrical Machinery

CHILE—Electronic and nuclear equipment. Direct purchase and agency. Omicron Industrias Electricas Sociedad, Ltda., (manufacturer, importer), 38 Libertad, Casilla 4738 Santiago. WTD 5/20/63.

361 Electric Transmission, Distribution Equipment

FRANCE—Electrical measuring apparatus. Constructions Electriques R.S., (wholesaler, retailer, commission merchant), 49/51 rue Frileuse, Gentilly (Seine).

GERMANY—High resistance, flat, precision wire wound potentiometers. R.H. Suess & Co., (importer), 49 Ost-West Strasse, Hamburg 11. WTD 8/2/62.

■ **GREECE**—Electrical equipment for extensions of existing substations, eight items including 15 kv. three-phase disconnecting switch, insulators, current transformers; summation current transformers; bushing type current transformers, lighting arrestoer, spare parts. PA#240-700-898-221-2202. Limited worldwide (898). Bid deadline July 9. Public

Powers Corp., 30, Chalkokondyli St., Athens 102, ref. No. 247. Copies of specifications may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington 8, D.C. If selected offer is from the U.S., purchase will be financed by AID under the PA No., or with free dollars.

■ Supply, erection of a natural draught hyperbolic cooling tower. PA#240-700-898-221-2202. Limited worldwide (898). Bid deadline August 8. Public Power Corp., 30, Chalkokondyli St., Athens 102. Ref. No. 248. Copies of specifications may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington 8, D.C. If selected offer is from the U.S. purchase will be financed by AID under the PA No., or with free dollars.

■ **PAKISTAN**—High tension insulators, accessories, various types; electric generators; distribution, control apparatus; internal combustion engines; transforming, converting apparatus; distribution, control apparatus. Loan No. 391-H-056. U.S. source. Bid deadline July 22. East Pakistan Water & Power Development Authority, Directorate of Purchase WAPDA House, Dacca. Cost of tender $21.00 per set, available from Consulate General of Pakistan, 12 E. 65th St., New York, 21, N.Y.

■ **THAILAND**—Air sectionalizing switch, three-phase gang operated, horizontal right hand opening, upright, 69 kv., 1200 amp. continuous rating, 40,000 amp., 13 sets. Loan No. 19. worldwide (899). Bid deadline July 22, (not the one shown on invitation). Purchase & Stores Div., Metropolitan Electricity Authority, 121 Chakraphet Rd. Bangkok. Cable: METELEC, Bangkok. Inv. No. PDC-MEA-159. Single copies of complete invitation to bid are available from the Economic & Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.

■ High voltage disconnecting and grounding switch for use with network transformer, 15 kv., 400 amp. continuous and interrupting rating and 20,000 amp. for four sec. momentary rating. G&W cat. No. egra 374 tb, or equivalent. Loan No. 19. worldwide (899). Bid deadline July 23. Purchases & Stores Div., Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Invitation No. PDC-MEA-164. Single copies of complete invitation to bid are availble from the Office of the Economic and Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

362 Electrical Industrial Apparatus

FRANCE—Arc welding equipment Societe l'Oxhydrique Francaise, (manufacturer), 8 ave. Jules Ferry, Malakoff (Seine).

GERMANY—Deposited carbon resistors with soldering tabs for printed circuits. R.H. Suess & Co., (importer), 49 Ost-West Strasse. Hamburg 11. WTD 8/2/62.

■ **PAKISTAN**—York embassy model ea. 60. pkg. units with air cooled condensers, rc-60, 3/50/400, or equal, four nos.; same, model ea-120, with rc-120, two nos.; spares replacement units, filters cleanable type, one lot; spares, other accessories, fittings, elbows, sight glasses, valves, two lots. C&f Karachi. Shipment date not later than September 30. Loan No. 391-H-056. U.S. source. Bid deadline July 12. Karachi Engineering Corp., Ltd., West Wharf Rd., Karachi. Cable: KENCOLD, Karachi. S/A No. 231665.

363 Household Appliances

AUSTRALIA—Equipment using l.p. gas as heating medium; requests replies from manufacturers only. Intertherm Heating & Cooling Pty., Ltd., (manufacturers, distributors), 172 Abbotsford Rd., Mayne Junction, Brisbane, Queensland. WTD 12/12/62.

IRAN—Small electric radiation-type space heaters of type which has glass rod that radiates heat, and therefore can be placed in bathroom without danger of moisture present; apparatus must work on 220-v., 50-cycle current. Hadji Mir Ibrahim Nikdell and Sons, Ltd., (importer, jobber, wholesaler), Corner of Ferdowsi and Pahlavi Avenues, Tabriz. WTD 1/9/63.

Electric juicers available current, 220-v., 50-cycle. Hadji Mir Ibrahim Nikdell and Sons, Ltd., (importer, jobber, wholesaler), Corner of Ferdowsi and Pahlavi Avenues., Tabriz. WTD 1/9/63.

NETHERLANDS—Newly developed mechanical and electrical household appliances. Direct purchase and agency. Firma A.M. Hartman, (sales agent), 47 Stadhouderskade, Amsterdam. WTD 5/24/63.

All types of electric household appliances, excluding washing machines and refrigerators. N.V. Handelmaatschappij Willem Rooy, (importing distributor), Brediusweg 38, Bussum.

VENEZUELA—Line of household electrical appliances. Direct purchase and agency. S.M. Roffe C.A., (manufacturer's agent), Dr. Paul a Salvador de Leon 55, Caracas. WTD 11/9/62.

364 Electric Lighting, Wiring Equipment

★★**NETHERLANDS—Trade Mission**

Importer of low voltage electrical insulation, hardware wants to purchase general merchandise for low voltage electrical installation. Isolectra, Bierstraat 15, Rotterdam. I.R. 480.

■ **THAILAND**—Connector, single tap "h" frame compression type for copper to aluminum and aluminum to aluminum connection, supply with individual package prefilled with oxide inhibiting compound, suitable for installing with burndy md6 manual tool with "o" dies, 110,000 total; grounding service connector for grounding 350 mcm, stranded copper cable to structural steel member, to dossert cat. dgn-35, or burndy cat. No. KC31. Loan No. 19. Worldwide (899). Bid deadline July 16. Purchases & Stores Div., Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Inv. no. pdc-mea-160. Single copies of complete invitation to bid are available from the Office of the Economic & Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.

365 Radios, Television Sets

BRAZIL—Color television sets. Millen Importadora e Exportadora, Ltda., (importer, distributor), Rua dos Timbiras 502, sala 209, Sao Paulo.

366 Communication Equipment

FRANCE—Fire and theft detecting and protecting equipment, including shot resisting glass. Direct purchase and agency. Ets. Agostini, (manufacturer, exporter), 160 rue Oberkampf, Paris 11e.

367 Electronic Components, Accessories

FRANCE—Cathode ray tube with min. dia. of 21", deflection angle of 52° or 70°, acceleration voltage 1500 v. or smaller. Societe Industrielle des Nouvelles Techniques Radio-Electriques, (importer, exporter, wholesaler), 26 rue Malakoff, Asnieres (Seine). WTD 9/20/62.

NETHERLANDS—Competitively priced radio and other electronic components such as transformers, loud speakers, transistors. C. V. Klein's Handel Maatschappij, Attn: B. Chargois, 27-35 Vijzelstraat, Amsterdam. WTD 5/17/63.

369 Electrical Machinery

FRANCE—Electrical insulating materials; requests replies in French. Direct purchase and agency. Ets. Josse & Fils, (manufacturer). Crepy-en-Valois, Oise.

● **IRAQ**—Supply of metals, (zinc, tin, nickel), for production of dry cell batteries. Tender No. 63/Prod./4/1, bid deadline July 10. Directorate of Contracts and Purchases. Ministry of Defense, Baghdad. (Telephone: WO 7-5345).★

NETHERLANDS—All items in field of automotive electrical systems. Exclusive sales rights. N.V. Technische Handelsonderneming A.A. Gast, (importing distributor), Ruysdaelstraat 50/52, Amsterdam.

371 Motor Vehicles, Motor Vehicle Equipment

■ **BOLIVIA**—Ambulances, three, motorgraders, three, optional equipment invitation No. 80; field booster, inv. No. 93; spare parts for fwd truck, 341 items, such as front rear axle assembly; spring and spring saddle parts; equalizing bean; pillow block assembly; torque rods; brake chamber; air valve; general assembly. Invitation No. 94. PA#511-898-256-2201. Limited worldwide (898). Bid deadline July 17. Yacimientos Petroloferos Fiscales Bolivianos, Apartado Correo No. 401, La Paz. Detailed specifications may be obtained from the Embassy of Bolivia, 1145-19th St., NW., Rm. 218, Washington, D.C.

■ **JORDAN**—Truck, pick-up, ¾ ton, gvw 5800 lb., six cylinder, brake hp., 125, tire size 8-17.5, six ply, wheelbase 118 in. Standard equipment including 17 items; pick-up, to spec. KKK-Y-00723, type IV, table I, gross weight 4800 lb., six cylinder, 125 hp. tire size 6.5x16, six ply, wheelbase 110", with standard equipment, 19 items. PIO/C Nos. 278-A-25-AB-7-30027 and 278-Q-31-AB-O-30043. Limited worldwide (901). Bid deadline July 15. USAID Mission to Jordan, c/o American Embassy, Amman, Inv. No. 63-40.★ Single copies of detailed specifications may be obtained from the Office of Small Business, AID, Washington 25, D.C., Rm. 2119, Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, D.C.

NETHERLANDS—Automotive accessories. N.V. Auto-Onderdeelenhandel salmo, (importing distributor), Huddestraat 3-5, Amsterdam-C.

Automotive parts and accessories. N.V. Handelmaatschappij Willem Rooy, (importing distributor), Brediusweg 38, Bussum.

Spring leaves for all types of vehicles. Weweler N.V., (manufacturer), Spoorstraat 3-13, Apeldoorn.

372 Aircraft, Parts

★★**NETHERLANDS—Trade Mission**

Importer of aircraft spare parts wants to be exclusive agency for same. M. & M. Aircraft & Electronics, Badhuisweg 209, The Hague. I.R. 488.

Importer of aircraft instruments and supplies wishes to purchase hardware, instruments, components for overhaul of aircraft, including brakes, windows. Compro, Inc., Faurestraat 41, Bergen op Zoom. WTD 2/5/62. I.R. 479.

380 Professional, Scientific, Controlling Instruments; Photographic, Optical Goods; Watches, Clocks

FRANCE—Laboratory and research apparatuses. Direct purchase and agency. Labomatic, (importer, wholesaler), 8 rue de Penthievre, Paris 8e. WTD 5/20/63.

NETHERLANDS—Air survey instruments for military, civilian purposes, materials, instruments for manufacturing maps. Direct purchase and agency. Technisch Bureau "Optema," (sales agent), Eikenlaan 3, Driebergen.

381 Engineering, Scientific, Laboratory Equipment

■ **INDIA**—Wheatstone bridges, null type, battery operated; water stage recorders with supply of chart paper for 18 months continuous operation and spares for units; meters, type, pygmycurrent with spares for units; gauges, recording rain. PIO/C no. 386-A-12-AA-9-30170. Limited worldwide (901). Bid deadline July 11, Tender No. B-1117. India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

■ Panoramic spectrum analyser, model spa—4a, frequency range 100 mc. to 40,000 mc., working at 230 avc/50 cys. Quotations are to be submitted to Mr. Robert E. Johnson, Purchasing Agent, Educational Services, Inc., Kanpur Indo-American Program, 164 Main St., Watertown 72, Mass. Limited worldwide (898). Bid deadline July 10. Req. no. 1027 Phy/169. Inquiry no. 397.

★★NETHERLANDS—Trade Mission

Importer of electronic military equipment wishes to represent manufacturer of electronic laboratory testing equipment and mil-spec components. Aeromaritiem N.V., Conradstraat 38, Rotterdam 4. I.R. 491.

PAKISTAN—Laboratory instruments, microbiological supplies. Direct purchase and agency. Qaiser Scientific Works, (manufacturer, importing distributor), 30 MacLagan Rd. Lahore. WTD 6/5/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Control apparatuses for the chemical and petrochemical industries. Etudes and Travaux Mecaniques, (importer, dealer), 8 rue Jean Goujon, Paris 8e. WTD 5/14/63.

★★NETHERLANDS—Trade Mission

Importer of aeronautical and electronic instruments, material handling equipment wishes to purchase electronic measuring equipment including plotters, recorders. Ingenieursbureau J. & C. Vrins N.V., Sweelinckstraat 58, The Hague. I.R. 482.

384 Surgical, Medical, Dental Instruments

● **CHILE**—Supply of approx. 100 needles and hypodermic syringes. Bid deadline July 9. Tender no. 1-16/63. Specifications and correspondence in Spanish. Bidders must be legally represented in Chile. Servicio Nacional de Salud, Avenida Matta 644, Santiago.★ (Telephone: WOrth 7-2939).

■ **COSTA RICA**—Dental equipment for children's hospital, 13 items in small quantities, such as, unit, master, dental, complete; dental chair; x-ray, pediatric, hydraulic pedal operated; unit, complete; amalgamator; compressor. PIO/C no. 515-55-919-9-70124. Limited worldwide (898). Bid deadline July 26. Junta de Proteccion Social de San Jose, San Jose. Invitation no. 5375. Copies of invitation to bid and detailed specifications may be obtained from the Embassy of Costa Rica, 2112 S St., NW., Washington, D.C.

■ Cardiology equipment for children's hospital, four items, such as, recorder, direct writing oscillographic system, sanborn model 964, or equal, four channel, with position changing platform; transducer, physiological pressure; recorder, electrocardiograph-phonocardiograph, for simultaneous recording; syringe puller-pusher. PIO/C no. 515-55-919-9-70124. Limited worldwide (898). Bid deadline July 24. Junta de Proteccion Social de San Jose, San Jose. Invitation no. 5374. Copies of invitation to bid and detailed specifications may be obtained from the Embassy of Costa Rica, 2112 S St., NW., Washington, D.C.

FRANCE—Industrial protection equipment of all types; oxygenotherapy apparatuses. Societe l'Oxhydrique Francaise, (manufacturer), 8 ave. Jules Ferry, Malakoff (Seine).

Medicinal and surgical apparatuses. Direct purchase and agency. Labomatic, (importer, wholesaler), 8 rue de Penthievre, Paris 8e. WTD 5/20/63.

Sanitary articles, personal; requests replies in French. Direct purchase and agency. Ets. Avakian & Boulogne, (importer, manufacturer), 51/53 rue Victor Hugo, Montreuil (Seine).

Protection helmets for drivers and industrial uses. Direct purchase and agency. Ets. Dupuy-Chautard, (manufacturer), 28 rue de Chateau-Landon, Paris 10e.

GERMANY—Dental preparations, products; medical instruments, supplies. Drala GmbH., (manufacturer, importer), Amsinckstrasse 4-8, Hamburg 1.

● **HONG KONG**—Supply of approx. 625 fire hydrant valves. Bid deadline July 12, tender no. C/32/11/63. Controller of Stores, Stores Dept., Oil St., North Point, Hong Kong.★ (Telephone: WOrth 7-2939).

NETHERLANDS—Lye, acid, oil and heat resistant workmen's gloves made of rubber, leather, neoprene, plastic, wool or asbestos; acid and oil resistant clothing. Industrie- en Handelsonderneming Riaco, (importing distributor), 9 Lawijckerhof, Wolfheze.

All types of safety devices. Industrie- en Handelsonderneming Riaco, (importing distributor), 9 Lawijckerhof, Wolfheze.

386 Photographic Equipment

CHILE—Cinematographic equipment, especially projectors. Nehem Lama L., Empresa Teatral Lama, (theater owners), 83 Las Torcazas, Casilla 13363, Santiago. WTD 5/22/63.

FRANCE—Photocopying machines, equipment, and those for electrostatical process; photocopying paper, supplies; photocopying chemical products. Direct purchase and agency. Caram, (importer, wholesaler), 71/77 rue du Theatre, Paris 15e. WTD 5/20/63.

■ **INDIA**—Component parts for x-ray equipment, such as relays, terminal blocks, strips, resistors, valves, tubes, special transformers. All in various sizes and quantities. Loan no. 217. U.S. source. Ref. no. 65(109)/62-AID(1). Import license no. A-590166/61/AU-DW/CCI/H. Q./R.M. Bid deadline July 19. Escorts, Ltd., Connaught Pl., New Delhi. Single copies of specifications may be obtained from the Office of Small Business, AID, Rm. 2119, Barton Hall, Ohio Dr. & Independence Ave., SW., Washington 25, D.C.

NETHERLANDS—Instruments and equipment for developing and printing of air photographs. Direct purchase and agency. Technisch Bureau "Optema," (sales agent), Eikenlaan 3, Driebergen.

★★NETHERLANDS—Trade Mission

Wholesaler of office equipment wishes to be exclusive agent for photo copying machines. Blikman & Jartorius N.V., Witte de Withstraat 16, Rotterdam. WTD 10/11/61. I.R. 476.

391 Jewelry, Silverware, Plated Ware

DENMARK—Stainless tableware. B. Blum-Hansen, (importing wholesaler), 27 Norre Voldgade, Copenhagen K. WTD 5/29/63.

393 Musical Instruments

FRANCE—Clarinets. Ets. R. Malerne & Cie, (manufacturer), 16 ave Hoche, Paris 8e. WTD 5/6/63.

394 Toys, Amusements, Sporting Goods

CANADA—Sporting goods. Title Products, Ltd., (importer, manufacturer), 3435 Metropolitan Blvd. E., Montreal 38, Quebec. WTD 5/31/63.

FRANCE—Toys, toy parts; requests replies in French. Direct purchase and agency. Ets. Ch. Rollet & Fils, (manufacturer, importer, exporter), 73-75 rue Henri Barbusse, Clichy (Seine).

Toys, games; requests replies in French. Direct purchase and agency. Ets. Avakian and Boulogne, (importer, manufacturer), 51/53 rue Victor Hugo, Montreuil (Seine).

Molded plastic sports, sailing, fishing; articles for playgrounds; requests replies in French. Direct purchase and agency. P.C.C.-Produits Caoutchouc du Centre, (importer, manufacturer), 8 rue Villaret-de-Joyeuse, Paris 17e.

399 Manufacturing Industries

FRANCE—Advertising items, novelties; requests replies in French. Direct purchase and agency. Manufacture de Produits Plastiques, (manufacturer), Blaringhem (Nord).

Baskets, ribbons, pottery articles, ceramics, iron wire, all supplies for flower shops; requests replies in French. G. Vanderlinden, (importer, dealer), 21 rue Masurel, Lille (Nord).

NETHERLANDS—All types of business gift items, such as cigarette lighters, ball points, key rings. Direct purchase and agency. Handelsonderneming Fourtex, (sales agent), Prinsenstraat 16, Amsterdam-C.

Novelties in field of giftware for men and women. Direct purchase and agency. N.V. Handelmaatschappij "Solway," (importing distributor, sales agent), 176 Herengracht, Amsterdam.

★★NETHERLANDS—Trade Mission

Importer of military equipment, supplies wishes to purchase military equipment. Marrca N.V., Rijksstraatweg 695, Wassenaar. WTD 2/16/62. I.R. 359.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified

205 Bakery Products

FRANCE—Biscuits, crackers, cookies, toasts, related American specialties. Agency for France or section thereof. Biscottes Et Produits Labouchese, (manufacturer), 87 quai des Chartrons, Bordeaux, Gironde. WTD 6/10/63.

220 Textile Mill Products

GERMANY—Woolen, woolen/synthetic, synthetic, silk coating, suiting piece goods for the manufacture of rain coats; requests replies from manufacturers only. Karl W. Hofmeister, (manufacturer's representative), Wegener Strasse 6, Hannover.

222 Broad Woven Fabric Mills, Products

GERMANY—Synthetic sail material; requests replies from manufacturers only. Robert Lindemann, (manufacturer's representative), Korverweg 12, Hamburg-Billstedt.

260 Paper Products

FRANCE—Packaging materials: cardboard, special protective materials for delicate packagings; anti-shock or shock-proof materials; request replies in French. Pusey, (manufacturer), 23-25 rue des Petites Ecuries, Paris 10e. WTD 4/12/62.

280 Chemicals

CHILE—Chemical, pharmaceutical products. Jose Alcaide R., (sales agent), 264 Almirante Gomez Carreno, Casilla 3391, Santiago.

283 Drugs

BRAZIL—Ethical pharmaceuticals; formulae containing synthetic material, new products wanted. Laboratorio Yatropan S.A., (manufacturer, processor), Avenida Brigadeiro Luiz Antonio 290, Caixa Postal 4699, Sao Paulo. WTD 12/13/63.

CEYLON—Pharmaceuticals. M.S. Maniam & Co., (importing distributor), 30 Kasthuriar Rd., Grand Bazaar, Jaffna. WTD 6/25/62.

ENGLAND—Pharmaceutical products; requests replies from manufacturers only. Commission agency. G. Refson, Ltd., (pharmacy), 7 Central Parade, Maghull, Lancashire. WTD 5/30/63.

NETHERLANDS—Pharmaceutical products; requests replies from manufacturers only. Etablissementen R. Barberot, N.V., (importer), 47 Hofwijckplein, The Hague. WTD 5/16/63.

Pharmaceutical products; requests replies from manufacturers only. Farmabo, N.V., (importer), 47 Hofwijckplein, The Hague. WTD 5/16/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

ENGLAND—Cosmetic, toiletry products; requests replies from manufacturers only. Commission agency. G. Refson, Ltd., (pharmacy), 7 Central Parade, Maghull, Lancashire. WTD 5/30/63.

FRANCE—Perfumes. Laboratoires du Docteur Gilbert, (manufacturer, exporter, commission merchant), 16 rue Cambronne, Paris 15e.

342 Cutlery, Hand Tools, General Hardware

GERMANY—Marine hardware; requests replies from manufacturers only. Robert Lindemann, (manufacturer's representative), Korverweg 12, Hamburg-Billstedt.

345 Screw Machine Products

FRANCE—Blind rivets for aeronautical construction. Equipements Industriels, (manufacturer, wholesaler, importer, agent), 1 rue Monticelli, Paris 14e. WTD 4/11/63.

354 Metalworking Machinery

ENGLAND—Machines to corrugate and roll in one operation, used in manufacture of steel and tin plate containers; pneumatic metal strap baling press to flatten cans up to quart size. T. Murphy & Co., Ltd., (wholesaler, manufacturer), 47-51a Roscoe St., Liverpool 1. WTD 5/30/63.

355 Special Industry Machinery

FRANCE—Machinery, accessories for the working of industrial packagings; requests replies in French. Pusey, (manufacturer), 23-25 rue des Petites Ecuries, Paris 10e. WTD 4/12/62.

Printing presses, tupo, helio. Cie Europeenne de Materiel Industriel—Cemi, (importer, exporter, commission merchant), 134 rue du Fg St-Honore, Paris 8e. WTD 7/23/62.

362 Electrical Industrial Apparatus

FRANCE—Industrial apparatuses. Equipements Industriels, (manufacturer, wholesaler, importer, agent), 1 rue Monticelli, Paris 14e. WTD 4/11/63.

SWITZERLAND—Light electrical equipment, devices. Sole representative in Switzerland. Technag AG., (importing distributor), Baumackerstrasse 41, Zurich 11/50. WTD 5/29/63.

363 Household Appliances

IRAN—2, 3, or 4-burner kerosene stoves of wick type, for use in cooking; simple type stoves. Hadji Mir Ibrahim Nikdell and Sons, Ltd., (importer, jobber, wholesaler), Corner of Ferdowsi and Pahlavi Avenues, Tabriz. WTD 1/9/63.

NORTHERN IRELAND—Domestic appliances e.g. cookers, refrigerators, toasters, washing machines, irons, electric fires; requests replies from manufacturers only. Exclusive agency for Northern Ireland. Potter, Cowan & Co., (Belfast), Ltd., (wholesale hardware, electrical merchant), 62/66 Great Patrick St., Belfast.

367 Electronic Components

FRANCE—Industrial electronic apparatuses. Equipements Industriels, (manufacturer, wholesaler, importer, agent), 1 rue Monticelli, Paris 14e. WTD 4/11/63.

371 Motor Vehicles, Motor Vehicle Equipment

SWITZERLAND—Automobile accessories. Sole representative in Switzerland. Technag AG., (importing distributor), Baumackerstrasse 41, Zurich 11/50. WTD 5/29 63.

381 Engineering, Laboratory, Scientific, Research Instruments

FRANCE—Lyophile processing apparatus; gas chromatograph used in industrial research; steam purifiers; centrifuges; other apparatus for use in biological, medical laboratories. Equipements Industriels, (manufacturer, wholesaler, importer, agent), 1 rue Monticelli, Paris 14e. WTD 4/11/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Scientific control apparatuses. Equipements Industriels, (manufacturer, wholesaler, importer, agent), 1 rue Monticelli, Paris 14e. WTD 4/11/63.

383 Optical Instruments

FRANCE—Infrared spectrometers; ultraviolet spectrometers. Equipements Industriels, (manufacturer, wholesaler, importer, agent), 1 rue Monticelli, Paris 14e. WTD 4/11/63.

509 Wholesalers

FRANCE—Building materials, preferably in the plastic branch; requests replies in French. Sipra—Societe Industrielle de Plastiques & Resines Appliquees, (manufacturer), 1 rue de Berri, Paris, 8e.

893 Accounting, Auditing, Bookkeeping Services

BRAZIL—Wishes to contact accounting firms and business consultants to arrange agency agreement on reciprocal basis. Saul Guz & Associados, (association of business consultants and accountants), Praca Franklin Roosevelt 104, apt. 62, Sao Paulo.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

CENTRAL AFRICAN REPUBLIC—Ground will be broken in August for a ten-story hotel to be completed by Independence Day, December 1, 1964. The project is financed by the newly organized Central African Society for Touristic Equipment which is jointly financed by public funds (60%) and private capital (40%). President of the Society is CAR's Ministry of Finance and its Director General is Andre Panayatopoulos, a prominent local businessman. Inquiries should be addressed to the Director General of the Society, Bangui, CAR.

Leads for Importers

Commodities are offered direct unless specified.

203 Canning, Preserving Foods

GERMANY—Concentrated vegetable, herb juices and dried herbs. Walter Schoenenberger, Pflanzensaftwerk, 7031 Magstadt bei Stuttgart. For brochure write to Commercial Intelligence Division, BIC, Rm. 1837, Department of Commerce, Washington 25, D.C.

205 Bakery Products

★★ NETHERLANDS—Trade Mission

Manufacturer of rusks wishes to export to U.S. FA. Van Der Meulen & Zn., Hallum. I.R. 355.★

227 Floor Covering Mills, Products

GREECE—Small woolen rugs, long-fleeced, known under the Greek trade name "velentza" and "flokati." K. Karnezis & Son, 2 Vassilikis St., Athens.

229 Textile Goods

ENGLAND—Nottingham lace made on weavers machines. Laces and trimmings Division, Raywarp Textile, Ltd., Alfred St. N., Nottingham. WTD 2/8/63.

232 Men's, Youths', Boys' Furnishings, Work Clothing

★★ NETHERLANDS—Trade Mission

Manufacturer of woolen fabrics, blends wants an agent for men's suitings in worsteds and synthetic, wool blends. N.V. Janssens & Buren, Goothuisstraat 29-31, Tilburg. I.R. 501.

238 Apparel

★★ NETHERLANDS—Trade Mission

Manufacturer of cotton textiles, knit goods wishes to sell stylish knit undergarments for ski, resort, sleep wear. Koala N.V., Den Pas Weg, Neede. WTD 5/3/62. I.R. 347.★

239 Fabricated Textile Products

NETHERLANDS—All types and sizes of flags, including flags for advertising purposes. Dokkumer Vlaggen Centrale, Postbus 14, Dokkum.

243 Veneer, Plywood

PHILIPPINES—Core veneer, plywood. Maranaw Timber Industries, Inc., 10 Quezon Blvd. Quezon City.

281 Industrial Chemicals

ENGLAND—Metal plating plant equipment solutions. Grauer & Weil, Ltd., Sheerwater, Woking, Surrey.

GERMANY—For the graphic arts—anti set-off powder K4, a pure calciumcarbonate which is supplied in six carefully chosen different grain grade sizes. Wilhelm Priem & Co., 35 Kreuzstrasse, 48 Bielefeld. WTD 5/10/63.

282 Synthetic Materials

FRANCE—Plastic tubes, panels, (in "Afcodur" "Penaflex", "Ventene", "Lucoflex"). Societe Armovyl, 6 rue Bertie Albrecht, Paris 8e.

284 Toilet Preparations

FRANCE—Toilet water for mosquito bites. Laboratories du Docteur Gilbert 16 rue Cambronne, Paris 15e.

289 Chemical Products

FRANCE—Glues, diluting, scouring compounds. Societe Armovyl, 6 rue Bertie Albrecht, Paris 8e.

307 Plastics Products

ISRAEL—Plastic doiles, table cloths, scarfs. Samples will be sent to U.S. inquirers upon request. Plastic Works "Yavneh" Kfar Yavneh, Ltd., P.O. box 14, Azoor. WTD 5/24/63.

316 Luggage

NETHERLANDS—Zipper bags, travel bags, teenager bags, suitcases, shopping bags, tartans, vinyl rubberized and double texture. Firm wishes to appoint importing distributors in New York, Chicago, San Francisco, Portland, Dallas, Miami. Lederwarenfabriek Gerretzen N.V., 157 Boulevard Heuvelink, Arnhem.

344 Fabricated Structural Metal Products

NETHERLANDS—Wishes to appoint an importing distributor for the sale of radiator assemblies, radiator cores, heat exchangers. Bloksma Radiateurenfabriek N.V., 48 Jan Hansenstraat, (Postbus 6038), Amsterdam.

349 Fabricated Metal Products

NETHERLANDS—Wishes to appoint distributors in Chicago, San Francisco, Miami, Portland for the sale of brass flower pots, wall plates, coal bines. Luxmetaal, 43 Veerdijk, Wormer.

353 Construction Equipment

ENGLAND—Mechanical handling equipment; hoists. Felco Hoists, Ltd., 29 Cromwell Rd., S. Kensington, London, SW.7.

★★NETHERLANDS—Trade Mission

Manufacturer of mobile and bridge cranes desires agent to sell and service same. Machinefabriek Constructie Werkplaats & Tech. Bureau N.V., Sluisjesdijk 20, Rotterdam. I.R. 473.

355 Special Industry Machinery

★★ NETHERLANDS—Trade Mission

Manufacturer of automatic devices for textile machinery wishes to form connection with textile machine builders in order to market these devices. Ceton, Chemische & Technische Ondernemingen, Ringbaan West 244, Tilburg. WTD 1/9/62. I.R. 375.

356 General Industrial Machinery

ENGLAND—Oil-free compressors, vacuum pumps, gas boosters. Northey Rotary Compressors, Ltd., Alder Rd., Parkstone, Poole, Dorset. WTD 6/7/63.

357 Office, Computing, Accounting Machines

NETHERLANDS—Wishes to appoint distributor for light and heavy weighing equipment, must be able to service the equipment in New York, Chicago, Portland, San Francisco, Dallas, Miami. Snelwegerfabriek Prior, 122 Zuidkade, Boskoop.

Wishes to contact U.S. concern interested in representing them for complete line of automatic scales in the U.S. Snelwegerfabriek Prior, 122 Zuidkade, Boskoop.

361 Electric Transmission, Distribution Equipment

FRANCE—Measuring transformers, pressure regulators (80 KVA). Constructions Electriques R.S., 49/51 rue Frileuse, Gentilly (Seine).

362 Electrical Industrial Apparatus

FRANCE—Wires for welding. Societe Armovyl, 6 rue Bertie Albrecht, Paris 8e.

★★NETHERLANDS—Trade Mission

Manufacturer of universal electric motors up to two hp. wishes to find agent for high and low speed fractional hp. universal electric motors (to two hp.). Esgee Electrische Apparatenfabriek N.V., Palingstraat 31, Eindhoven. I.R. 489.

NETHERLANDS — Stoptesting apparatus, control apparatus for automatic (optical) registering of machine production, other kinds of electronic timers. Hinlopen Apparatenbouw, 60 Veenkade, The Hague.

371 Motor Vehicles, Motor Vehicle Equipment

FRANCE—Automobile spare parts—Simca, Fiat, Citroen. A. Salvi, 24 rue Anatole, Levallois (Seine).

NETHERLANDS—Desires to appoint distributor for the sale of automotive accessories. Dutch Indonesian Sales Service Van den Berg's Agenturen, (D.I.S.S.), Westerhoutstraat 12, Haarlem.

372 Aircraft, Parts

FRANCE—Ejection seats, (for high-speed aviation). Societe Martin-Baker, 26/32 rue de Villiers, Levallois-Perret (Seine).

384 Surgical, Medical, Dental Instruments

★★ NETHERLANDS—Trade Mission

Manufacturer of instruments for observing lung functions wants agent to sell lung apparatus in the medical field. Lode's Instrumenter N.V., Oosterstraat 38, Groningen. WTD 5/2/62 I.R. 487.

394 Toys, Amusement, Sporting goods

CANADA—Hockey gauntlets, pads, shin guards. Title Products, Ltd., 3435 Metropolitan Blvd. E., Montreal 38, Quebec. WTD 5/31/63.

NETHERLANDS—Aqualung regulators, deep sea TV cameras, underwater scooters. M.W. van der Hidde, Duiktechnisch Bureau, 219-6 Binnenban, Rotterdam/Hoogvliet. WTD 5/27/63.

398 Manufacturing Industries

★★ NETHERLANDS—Trade Mission

Exportor desires an exclusive agent for Dutch Cadena cigars, original oil paintings, men's shirts, copper, pewterware. Artimex Trading Co., Herengracht 364, Amsterdam C. WTD 10/4/62 I.R. 348.★

New Trade Lists

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated April unless otherwise indicated.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers —Nicaragua.
Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers —Pakistan, May.
Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers —Philippines.
Aircraft and Aeronautical Equipment Importers and Dealers—Turkey, March.
American Firms, Subsidiaries and Affiliates—Trinidad and Tobago.
American Firms, Subsidiaries and Affiliates—Republic of South Africa, May.
Automotive Vehicle and Equipment Importers and Dealers—Norway, May.
Automotive Vehicle and Equipment Importers and Dealers—Turkey.
Beverage, Alcoholic Importers and Dealers—Brazil, May.
Beverage, Alcoholic Importers and Dealers—Chile.
Beverage, Alcoholic Importers and Dealers—Netherlands Antilles.
Beverage, Alcoholic Manufacturers—Hong Kong.
Beverage, Alcoholic Manufacturers—Italy.
Beverage, Alcoholic Manufacturers—Switzerland.
Beverage, Alcoholic Manufacturers—Uruguay.
Boat and Ship Builders, Repairers and Chandlers—Pakistan.
Book, Magazine and Periodical Importers and Dealers—Belgium, March.
Book, Magazine and Periodical Importers and Dealers—Thailand.
Boot and Shoe Importers and Dealers—Greece, May.
Boot and Shoe Manufacturers—Venezuela.
Canneries and Frozen Food Producers and Exporters—Venezuela.
Chemicals, Synthetic Organic Manufacturers—Mexico.
Clothing Manufacturers—Hong Kong.
Coal, Coke and Fuel Importers and Dealers—Federal Republic of Germany.
Curios, Novelty and Handicraft Manufacturers and Exporters—Thailand, June.
Electronic Equipment for Home Entertainment, Phonograph Record and Pre-Recorded Magnetic Tape Importers, Dealers and Manufacturers—Federal Republic of Germany and West Berlin.
Fruit and Nut Importers, Dealers and Exporters—Denmark, May.
Furniture Manufacturers—Belgium, May.
Furniture Manufacturers—Tunesia.
Glass and Glassware, Importers, Dealers and Manufacturers; Chinaware, and Household Pottery Products Importers and Dealers—Iran.
Glass and Glassware, Importers Dealers and Manufacturers; Chinaware, and Household Pottery Products, Importers and Dealers—Morocco.
Glass and Glassware—Importers, Dealers and Manufacturers—Nicaragua.
Hardware Importers and Dealers—Chile.
Hardware Importers and Dealers—Syria, May.
Hide, Skin and Fur Importers, Dealers and Exporters—Belgium, May.
Hide, Skin and Fur Importers, Dealers and Exporters—Federal Republic of Germany and West Berlin.
Instruments, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Mexico.
Instruments, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Philippines.
Iron and Steel, Nonferrous Metals, and Building Material Importers and Dealers—Haiti.
Iron and Steel, Nonferrous Metals, and Building Materials Importers and Dealers—Italy.
Iron and Steel, Nonferrous Metals, and Building Materials Importers and Dealers—Malaya.
Laundry and Dry Cleaning Industry—Ecuador.
Leather and Shoe Findings Importers and Dealers—France, May.
Leather and Shoe Findings Importers and Dealers—Honduras.
Leather and Shoe Findings, Importers and Dealers—Republic of South Africa, June.
Lumber, Plywood and Veneer Importers, Dealers and Exporters—Greece.
Machinery and Equipment, Except Electrical Importers and Distributors—Mexico.
Meat Packing, Sausage and Casings—Iran, May.
Meat Packing, Sausage and Casings—United Kingdom.
Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Austria, June.
Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Peru.
Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Uruguay.
Metallurgical and Metal Working Plants—Denmark, May.
Mining Companies and Exporters of Ores—Nigeria.
Office Supply and Equipment, Paper and Stationery Importers and Dealers—Israel.
Office Supply and Equipment, Paper and Stationery Importers and Dealers—Panama.
Office Supply and Equipment, Paper and Stationery Importers and Dealers—Turkey.
Office Supply and Equipment, Paper and Stationery Importers and Dealers—United Kingdom.
Oils (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners, and Exporters —Brazil.
Oils (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters —Guatemala.
Oils (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters —Iran.
Oils (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters —El Salvador, May.
Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Iran.
Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Netherlands Antilles.
Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Philippines.
Petroleum Products Importers, Dealers, Producers and Refiners—Italy.
Petroleum Products Importers, Dealers, Producers and Refiners—Morocco.
Petroleum Products Importers, Dealers, Producers and Refiners—Syria.
Photographic Supplies Dealers and Photographers—Denmark.
Photographic Supplies Dealers and Photographers—Iraq.
Plastic Materials Importers, Dealers and Manufacturers—Finland, May.
Plastic Materials Importers, Dealers and Manufacturers—Iran, May.
Printers, Lithographers, Engravers and Publishers—Costa Rica, May.
Provisions Importers and Dealers—Costa Rica, May.
Provisions Importers and Dealers—Finland.
Provisions Importers and Dealers—Guatemala.
Provisions Importers and Dealers—Honduras, May.
Provisions Importers and Dealers—Trinidad and Tobago, May.
Rubber Goods Manufacturers—Argentina.
Rubber Goods Manufacturers—Australia.
Seeds and Bulbs Importers, Dealers and Exporters—Brazil, June.
Seeds and Bulbs Importers, Dealers and Exporters—Honduras.
Seeds and Bulbs Importers, Dealers and Exporters—Norway, May.
Seeds and Bulbs Importers, Dealers and Exporters—Portugal.
Sporting Goods, Toy and Game Importers and Dealers—Honduras, May.
Tanneries—El Salvador.
Tanneries—Spain, May.
Tanneries—Venezuela.
Textile Industry—Iran, May.
Textile Industry—Philippines, June.
Tobacco and Tobacco Products Importers, Dealers and Manufacturers—Brazil, May.
Tobacco and Tobacco Products Importers, Dealers and Manufacturers—Federal Republic of Germany and West Berlin, May.
Tobacco and Tobacco Products Importers, Dealers and Manufacturers—Portugal.
Waste Paper and Rag Importers and Dealers —Israel.

Tenders invited by SHAPE for communications equipment

Supreme Headquarters Allied Powers in Europe, (SHAPE), has invited bids for the supply and delivery of communications and electronics testing equipment.

Included in bid no. 63-3 are the following test equipment: regulated dc power supply, one each; square wave generator, one each; dual trace oscilloscope, three each; volt ohm meter, two each; vacuum tube voltmeter with high frequency probe, two each; am/fm signal generator; telegraph stop-start distortion meters; sine wave square generator, one each; radio frequency wattmeter termination—absorption type, one each; radio frequency wattmeter non terminating type, one each; noise meter, one each; vhf noise slurce, one each; hf signal generator, one each; vacuum tube voltmeter, one each; wave analyzer, one each; regulated dc power supply, two each; ac line voltage regulator, five each; 6-12 volt dc battery eliminator, one each; ultrasonic cleaning unit, one each; impedance bridge, one each.

Bids should reach the Purchasing and Contracting Officer, ACE Communications Electronic Equipment, Communications and Electronics Division, Materiel Branch, SHAPE, Paris, France, by 12 midnight, July 15.

A copy of bid no. 63-3 including general conditions and clauses; equipment specifications, and format for price quotations is available from BDSA's Commodity Export Staff, Rm. 4317, Department of Commerce, Washington 25, D.C.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Mr. Robert Boekemann, representing J. L. Lennard, 27 Reiby Pl., Sydney, interested in obtaining agencies of American manufacturers of **packaging, processing machinery for the food, pharmaceutical, chemical industries.** Late July or early August via New York for 3-4 weeks. c/o Pneumatic Scale Corp., 68 Newport Ave., Quincy 71, Mass. Itinerary: Boston, New York, San Francisco.

AUSTRALIA—Brian Cruikshank, representing Hennessey & Cruikshank and Grace Bros., Pty., Ltd., c/o 945 Forest Rd., Lugarno, N.S.W., interested in **curtain fabrics, decorative accessories, cabinet hardware.** July 13 via San Francisco for one month. c/o 1460 6th Ave., San Francisco. Itinerary: San Francisco, Los Angeles, New York.

CHILE—Ernesto Pinto Lagarrigue, Chilean Minister of Public Works, interested in **consulting on credits** for which the Chilean Government has applied in different international organizations. End of June for two weeks visit.

ECUADOR—Sr. Juan Zevallos Chevasco, representing Distribuidora General, C.A., Clemente Ballen No. 422, Guayaquil, interested in **importers of dental and medical apparatus, also perfumery;** will visit U.S. firms represented by his company in Guayaquil. First week in July via New York for 15 days. Department of Commerce Field Office, 350 Fifth Ave., 61st fl., Empire State Bldg., New York, N.Y. Itinerary: New York, Chicago, Erie, Milwaukee, Philadelphia, Rochester.

FRANCE—Raphael Balassiano, engineer, representing Compagnie Olivier S.A., 25 rue d'Astorg, Paris 8, interested in **feed supplements and additives, soya mills, grain solubles and chemicals for animal feeding.** Late July via New York for 6-8 weeks. c/o Miss Virsky, 295 19th Ave., Apt. 3, San Francisco. Itinerary: New York, Boston, Pittsburgh, Memphis, Louisville, Indianapolis, Chicago, Des Moines, Kansas City, San Francisco.

GERMANY—Karl Hebenstreit, representing Hebenstreit Gmbh, Frankfurt/Main-Niederrad, 145 Goldstein-Strasse, interested in **contacting U.S. manufacturers of various types of machinery for licensing purposes.** Early part of June via New York for 3-4 weeks. c/o Lehara Corp., 60 E. 42nd St., New York 17, N.Y. Itinerary: New York, Chicago, Charlotte, N.C.

INDIA—Mr. S. Nataraj, representing The Omega Insulated Cable Co., (India), Ltd., 122/2 Mount Rd., Madras 6, interested in **manufacturing cables, obtaining U.S. machinery for the manufacture of cables.** July 5 via New York for four weeks. c/o Sheraton-Atlantic Hotel, Broadway & 34th St., New York, N.Y. Itinerary: New York, Washington, Chicago, Boston, Cleveland, Charlton (Ga.).

LEBANON—Mr. Elie Menassa, general manager, representing Les Editions Orientales, P.O. box 1404, Beirut, interested in discussing with Department of Commerce officials in Paris, and Washington, **possibilities for "Visit U.S.A." advertising campaign in the Middle East** and also request **technical information on the latest U.S. offset printing machinery,** latter part of June via New York for one month. c/o Lebanese Consulate General, New York, N.Y. Itinerary: New York, Washington, Detroit, Chicago.

LEBANON—Mr. Krikor A. Sermabeikian, representing T. Gargour & Fils, P.O. box 371, Rue Foch, Beirut, interested in **tinplate, oils, fats.** First week of July via New York for three months. c/o Lebanese Consulate General, New York, N.Y. Itinerary: New York, Philadelphia, Pittsburgh.

NATO construction projects opened in Greece

Two new projects in Greece, estimated at a total cost of over $760,000, have been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The first project, estimated cost $417,000, calls for construction of a dispersal area at the New Anchialos Airfield. The work includes construction of roads, hardstands, buildings. Bid deadline is August 16.

The second project, estimated cost $343,300, covers construction of the dispersal area at Souda Bay Airfield. Included in this work are roads, hardstands and buildings. Bid deadline is August 23.

Firms wishing to bid should express their interest by July 3, for the New Anchialos project and by July 10, for the Souda Bay project to Directorate C4, General Air Staff, 9 Lycurgus St., Athens. Both projects are classified secret.

Firms not already certified to participate in NATO bidding should send a resume of their qualifications to BDSA's Commodity Export Promotion Staff as described in a brochure on NATO international competitive bidding program available from the Staff Office.

Construction, building materials wanted by Philippine company

The Eastern Construction Co., Inc., 17 Stanford Ave., Cubao, Quezon City, Philippines, general constructors of domestic and industrial establishments, wishes to purchase construction equipment and building materials on a general scale, and act as an agency for a U.S. supplier.

Following is a list of material desired:

Cement mixers, vibrators, hoists, pneumatic tools, equipment, telescopic cranes, steel forms, scaffoldings, builders' finishing hardware, electric lighting fixtures, plumbing fixtures, paints, insulating and acoustic sheets as construction materials, floor finishes, wall panels, glass sheets, filters for water supply systems, equipment, chlorinating systems, pumps, piping for water supply systems, valves for water supply systems, well drillers, boosters for water supply systems, air conditioning equipment, condensing units, air handlers, grilles for air conditioning equipment, air filters, chilled water systems, explosion proof electrical fixtures, moisture barriers, insulating material for air conditioning equipment.

A WTD dated December 22, 1962, giving financial references is available.

Survey questions some traditional foreign trade beliefs

Says U.S. terms of trade didn't improve from 1880-1960, while farm prices remained fairly stable

A new study by the National Bureau of Economic Research questions 2 widely held beliefs about long-run trends in international trade. One is that there has been a substantial improvement over time in the ratio of export to import prices—the terms of trade—of developed countries. The other maintains that the prices of agricultural products have deteriorated greatly over the long run relative to those of manufactures.

"Price and Quantity Trends in the Foreign Trade of the United States," by Robert E. Lipsey of the National Bureau's research staff, relates U.S. export and import trends over the period 1880-1960 to changes in the domestic economy and in the trade of other countries.

The data contradict both propositions as far as their application to this country's trade over the past 80 years is concerned, the author finds. The U.S. terms of trade have shown no significant increase over this period. And, within American trade, manufactures have tended to become cheaper in comparison to agricultural products. Among exports, the relative cheapening of manufactured goods can be explained in large part by the more rapid rise of productivity in manufacturing than in agriculture.

Foreign markets appear to have played a strategic role in American economic growth, and the study says exports were most important when output was growing most rapidly. Development has been aided by the width of the foreign market and its willingness to accommodate to rapid expansions in particular lines of U.S. production.

The idea that international trade has declined in long-run importance is also modified by the new export and import indexes. While the dollar value of trade has fallen relative to the value of domestic output, its volume has kept pace with the growth in the volume of domestic production. The relative fall in dollar value resulted from a decline in export and import prices compared to domestic prices.

☆ U.S. GOVERNMENT PRINTING OFFICE: 1963—691964/80

Calendar

for international traders

July

1-7—Chicago International Trade Fair. McCormick Place, **Chicago, Ill.**

2—Businessmen's Consultation with the full membership of the U.S. Trade Mission to The Netherlands. **New York, N.Y.** Sponsor: U.S. Dept. of Commerce New York Field Office.

8—Businessmen's Consultation with members of the U.S. Trade Mission to The Netherlands. **Detroit, Mich.** Sponsor: U.S. Dept. of Commerce Detroit Field Office.

8—Businessmen's Consultation with members of the U.S. Trade Mission to The Netherlands. **Philadelphia, Pa.** Sponsor: U.S. Dept. of Commerce Philadelphia Field Office.

9—Businessmen's Consultation with members of the U.S. Trade Mission to The Netherlands. **Chicago, Ill.** Sponsor: U.S. Dept. of Commerce Chicago Field Office.

9—Businessmen's Consultation with members of the U.S. Trade Mission to The Netherlands. **Los Angeles, Cal.** Sponsor: U.S. Dept. of Commerce Los Angeles Field Office.

9—Consultations with members of U.S. Trade Mission to The Netherlands, Greater Providence Chamber of Commerce, **Providence, R.I.** Sponsors: Greater Providence Chamber of Commerce and U.S. Dept. of Commerce Boston Field Office.

9—Foreign Credit Interchange Bureau "Round Table" Conference on Foreign Finance, Credit, Collection, and Exchange Problems. 1:30 p.m., Ben Franklin Hall, Advertising Club, **New York, N.Y.**

10—Businessmen's Consultation with the full membership of the U.S. Trade Mission to The Netherlands. **San Francisco, Cal.** Sponsor: U.S. Dept. of Commerce.

16—Luncheon Meeting, International Executives Assn. Hotel Statler Hilton, **New York, N.Y.**

Working for you

Department of Commerce Field Offices

Albuquerque, N. Mex., Courthouse. Phone: 247-0311, ext. 2386
Anchorage, Alaska, Rm. 60, U.S. Post Office & Courthouse. Phone: BRoadway 2-9611
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Birmingham, Ala., Title Building, 2028 Third Ave., N. Phone: 323-8011, ext. 3131
Boston 10, Mass., Room 230, 80 Federal St. Phone: CApitol 3-2312
Buffalo 3, N.Y., 504 Federal Building, 117 Ellicott St. Phone: TL. 3-4216
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Cincinnati 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200, ext. 2944
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Dallas 1, Tex., Room 3-104 Merchandise Mart, 500 South Ervay St. Phone: RIverside 8-5611
Denver 2, Colo., 142 New Custom House, 19th & Stout Street. Phone: KEystone 4-4151, ext. 598
Detroit 26, Mich., 438 Federal Building. Phone: 226-6088
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Houston 2, Tex., 5102 Federal Bldg., 515 Rusk Ave. Phone: CApitol 8-0611
Jacksonville 2, Fla., 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111
Kansas City 6, Mo., Room 2011, 911 Walnut Street. Phone: BAltimore 1-7000
Los Angeles 15, Calif., Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: RIchmond 9-4711, ext. 1261
Memphis 3, Tenn., 212 Falls Bldg., 22 N. Front Street. Phone: JAckson 6-3426
Miami 32, Fla., 408 Ainsley Bldg., 14 NE. First Ave. Phone: FRanklin 7-2581
Milwaukee, Wis., 1201 Straus Bldg., 238 W. Wisconsin Ave. Phone: BRoadway 2-8600, ext. 473
Minneapolis 1, Minn., Room 304 Federal Bldg., 110 South Fourth Street. Phone: 334-2133
New Orleans 12, La., 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 529-2411, ext. 6547
New York 1, N.Y., 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377
Philadelphia 7, Pa., Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400, ext. 591
Phoenix 25, Ariz., New Federal Bldg., 230 N. 1st Ave. Phone: 261-3285
Pittsburgh 22, Pa., 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800, ext. 785
Portland 4, Oreg., 217 Old U.S. Courthouse, 520 SW. Morrison St. Phone: CApitol 6-3361, ext. 1421
Reno, Nev., 1479 Wells Ave. Phone: FAirview 2-7133
Richmond 19, Va., 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611
St. Louis 3, Mo., 2511 Federal Bldg., 1520 Market St. Phone: MAin 1-8100
Salt Lake City 1, Utah, 222 SW. Temple St. Phone: DAvis 8-2911, ext. 341
San Francisco 11, Calif., Room 419 Customhouse, 555 Battery St. Phone: YUkon 6-3111
Santurce, P.R., 605 Condado Ave. Room 628, Phone: 723-4640
Savannah, Ga., 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull Street. Phone: ADams 2-4755
Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave. Phone: Mutual 2-3300, ext. 492

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